

Campaign plan to tackle roots of crime in the home

By Nicholas Wood, Political Correspondent

Government ministers are considering launching a television and press advertising campaign aimed at bringing home to parents their responsibilities for keeping children out of crime.

The controversial proposal is likely to be discussed at the September meeting of the 12-strong Ministerial Group on Crime Prevention.

The campaign would be paid for from the three-year £11.5 million Home Office crime prevention advertising budget.

The first phase, under the slogan "Crime - together we will crack it", is due to finish at the end of this year. A campaign emphasizing the role of the family in curbing crime may be chosen as the next stage.

If adopted, the campaign would mark the further development of the Government's growing interest in measures designed to tackle the roots of criminality.

As *The Times* has disclosed, ministers are already paying close attention to the possibility of injecting an additional moral dimension into the school curriculum and re-

inforcing courses in parenthood.

The possibility of new moves was signalled yesterday by Mr John Patten, the Minister of State at the Home Office and chairman of the ministerial group.

He said the Government was "considering whether there are other ways in which parents can be encouraged to take their responsibilities more seriously and be more effective in carrying them out."

"This is a difficult area involving questions of personal freedom as well as responsibility, but it is crucial for our efforts to reduce crime and we will continue to pay special attention to it."

Mr Patten coupled his remarks with an appeal to the courts to make parents responsible for the criminal activities of their children.

He suggested that at present judges and magistrates were failing to use their powers to confront parents with the consequences of their children's wrongdoing.

"In 1986, the requirement for courts to order parents to pay their children's fines was used in only 21 per cent of

cases. It is essential that this sanction and the other powers now available are used as effectively as possible."

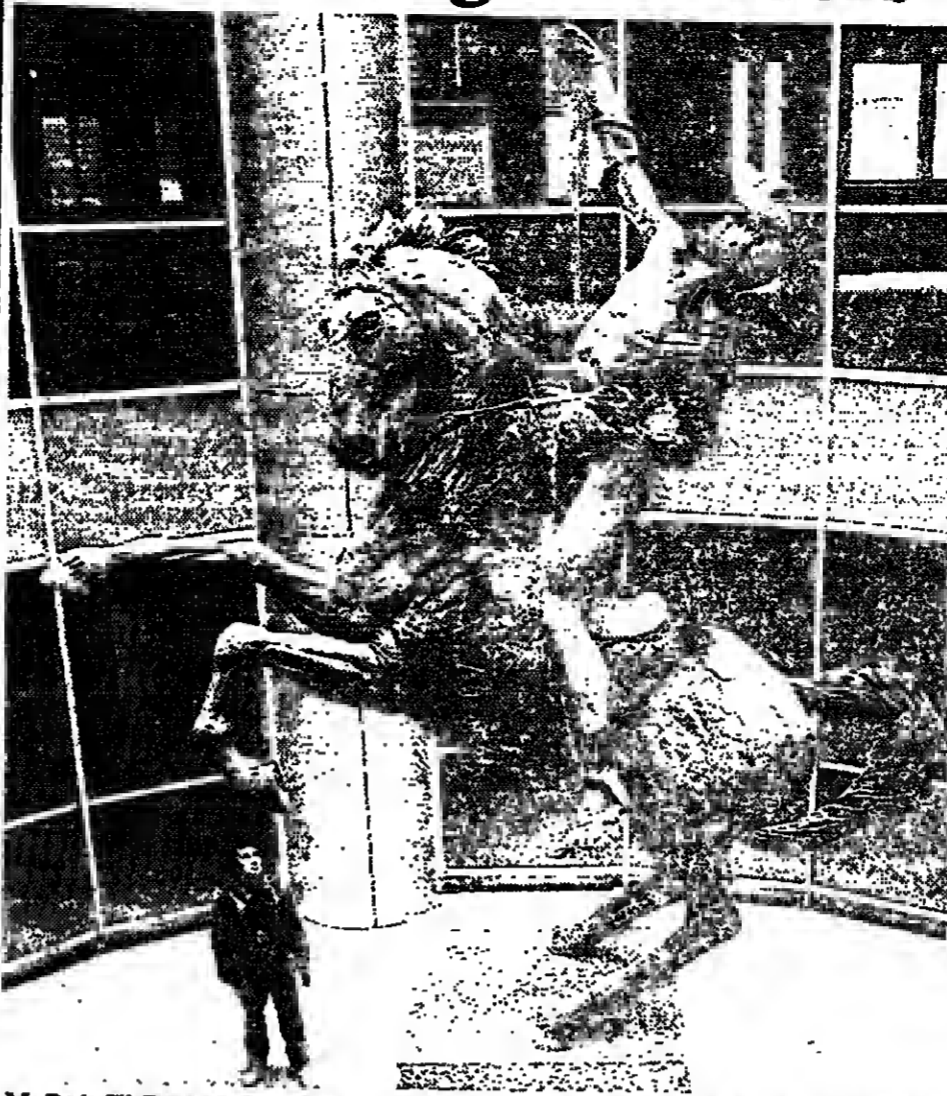
Whitehall sources added that ministers were surprised to discover that the courts were letting parents off so lightly.

They emphasized, however, that ministers had no powers to intervene directly in the sentencing policy of the courts.

Mr Patten said there were four ways in which the courts could ensure that parents faced their responsibilities and paid a penalty for their children's criminal offences.

- Parents of children aged 10 to 17 facing criminal charges could be required to attend court and confront the reality of their children's offences and their consequences.
- Courts could order parents to pay fines.
- Courts could force parents to put up undertakings of up to £500 to exercise proper control over their offspring.
- Under civil law, parents guilty of negligence could suffer damages for loss or injury caused by their children.

Honouring Crusaders



Mr Rudy Weller is dwarfed by his 33ft statue of a Crusader in a new office block, Crusader House, in London. The £11.7 million Wimpey block was built on the site of the monastery from which some Crusaders set off nearly 900 years ago (Photograph: Mark Pepper).

Collector pays £1.59m for rare Mercedes

SALEROOM

By Jenny Gilbert

A 1936 two-seat Mercedes-Benz roadster yesterday sold for £1,595,000 - more than £1 million above estimate - at Christie's auction at the National Motor Museum in Beaulieu, Hampshire.

The eight-cylinder 500K model, known as the "butcher's banger", had stood for 30 years in a garage in Walsall, West Midlands. It was bought yesterday on behalf of a Swedish financier and car collector, Mr Hans Thulung.

The 500K Special Roadster first came on to the market in limited numbers in 1933 to replace the celebrated S and SS models, and had a top speed of 100 mph.

The car passed through several hands before being sold to Mr Arthur Lane in 1950, who gave it to his nephew, Mr Arthur Dawson, a butcher. The car was laid up in 1956 and stored until recently in a garage behind Mr Dawson's shop in Walsall, where its condition deteriorated because of the ravages of mice and rust.

An antiques enthusiast, Mr John Price from Walsall bought the car for £150,000 earlier this year and had expected it to fetch £500,000. Yesterday's price was the

third highest paid for a car at an auction and surprised Christie's and vintage car experts. The largest sum paid for a vintage car at auction was £5.5 million for a 1931 Bugatti Royale sports coupe at a Christie's in London last November.

At Sotheby's, a toy watercolour of Epsom Downs by Constable sold to a London dealer for £77,000 after an estimate of £6,000-£8,000.

Most Constables on the market recently have been drawings - a watercolour is relatively rare.

In the same sale, a quayside scene by Richard Parkes Bonington, estimated at £5,000-£7,000, sold for £52,800, again to a London dealer. A pencil sketch by J M W Turner, however, failed to sell. More paintings and watercolours at Sotheby's saleroom in Chester did very well overall, setting a new auction record of £36,300 for the nineteenth-century British artist, Charles Spenceclayh.

BBC guidelines boost sponsorship of arts

By Richard Evans, Media Editor

Arts sponsorship received a significant boost yesterday when the BBC announced new guidelines that will permit more generous credits to backers of events such as operas and concerts.

The new rules are likely to encourage more companies, especially insurance firms, banks and City institutions, to pump millions of pounds into the arts. An "appropriate" credit for a sponsor at the beginning and end of an event covered by the BBC will be backed by similar acknowledgements in the *Radio Times*.

In some cases the inclusion of a sponsor's name in the title of the event will be allowed on television or radio, as in

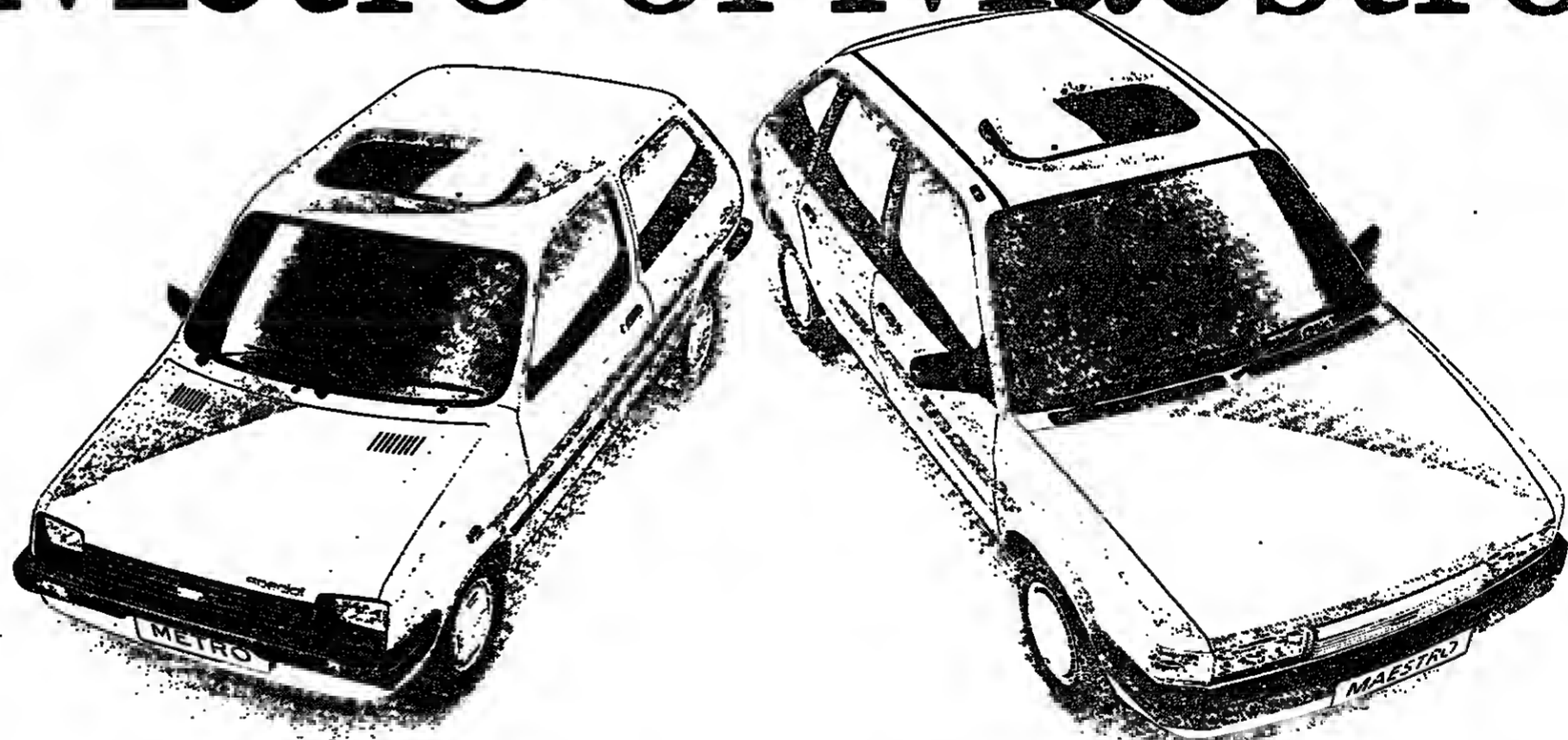
sporting events. The revised guidelines say: "It is for the BBC to decide what title to give the programme which covers such events."

"The BBC's investment in coverage of the arts needs to be protected and the sponsor's name should not take primacy where this can be avoided. However, the BBC seeks to be fair to sponsors."

Miss Patricia Hodgson, head of the BBC's policy and planning unit, who chaired the working party which revised the sponsorship code, said yesterday the guidelines would help to encourage sponsorship money to flow into the arts.

The guidelines are to be made publicly available for the first time.

Tell us how you want to pay for your new Metro or Maestro.



You'll find your local Austin Rover dealer very accommodating when it comes to finance.

Buy any Metro or Maestro model - including the MGs, Principles and ARX limited editions and, of course, the latest Maestro and Metro Specials - and you can choose the repayment plan best for you. 20% deposit, 30% deposit, 40% deposit, each

with new, low interest rates. The higher the deposit, the lower the repayments. Terms are 24 or 36 months.

The charts below illustrate how it can work. Buying a Metro or Maestro has never been as easy because finance has never been as flexible.

It's available right until the end of September, so go have a word with your Austin Rover dealer now.

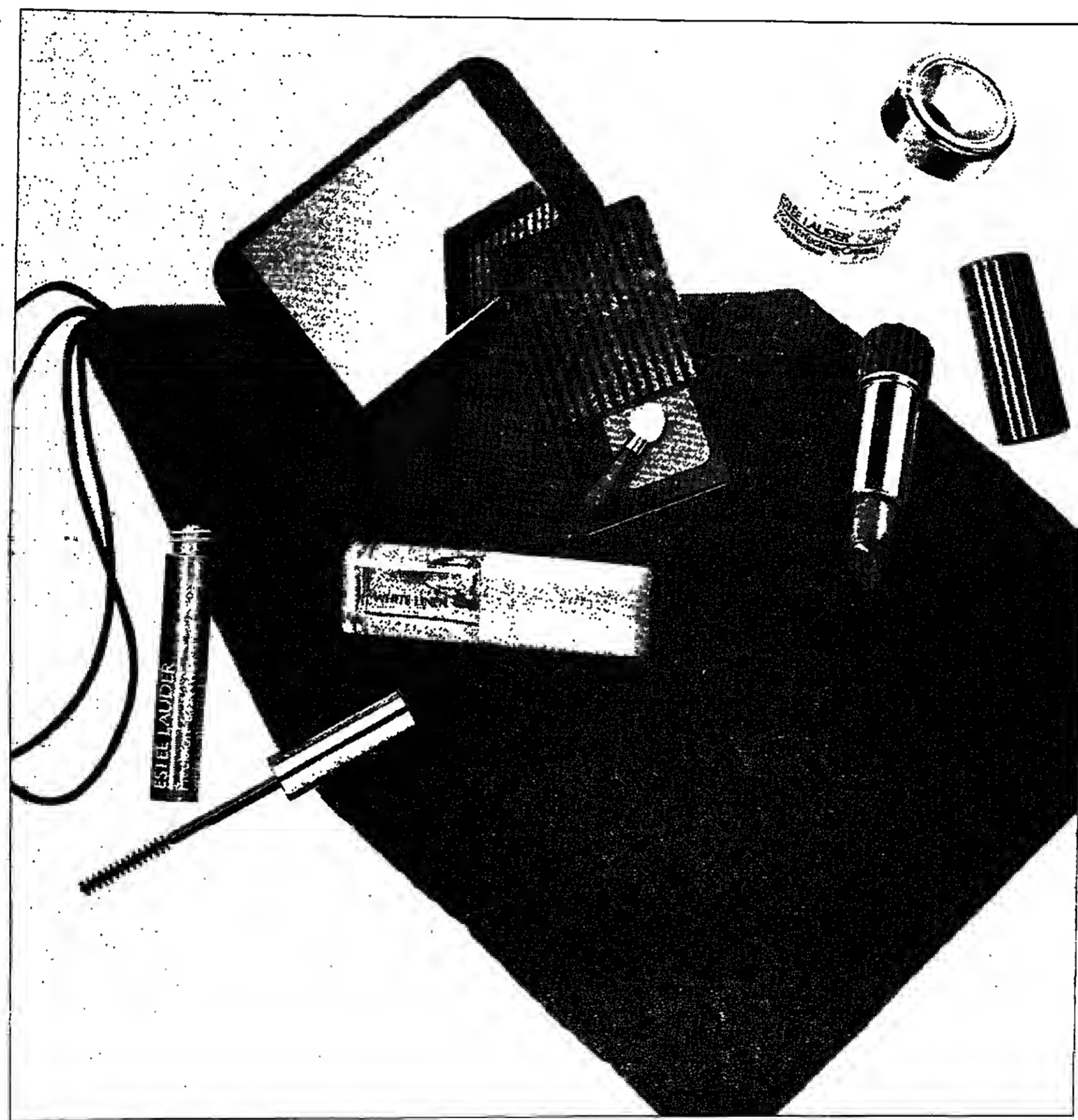
METRO	METRO SPECIAL	1.0 CITY 3 DOOR	1.0 MAYFAIR 3 DOOR	MG TURBO 3 DOOR	MAESTRO	MAESTRO SPECIAL	MAESTRO 1.7 L	MAESTRO 1.8 L	MAESTRO MG 2.0i
Cash Price* inc. delivery, H.P. plates and road fund licence	4950.00	5175.00	6277.00	8279.00	6250.00	7679.00	8495.00	9936.00	9936.00
9.3% APR									
Deposit (Min. 20%)	990.00	1035.00	1255.40	1655.80	1250.00	1535.80	1611.00	1897.20	1897.20
36 Monthly Payments	125.80	131.60	176.28	219.61	210.85	259.16	284.72	329.53	329.53
Charge for Credit	560.00	585.20	750.48	981.56	711.60	875.96	975.84	1122.24	1122.24
Total Amount Payable	5518.80	5773.20	7667.48	9230.96	6963.60	8511.56	8980.92	11075.28	11075.28
7.1% APR									
Deposit (Min. 20%)	1495.00	1553.40	2063.40	2463.20	1875.00	2307.70	2418.50	2850.50	2850.50
36 Monthly Payments	106.92	111.85	148.55	178.84	106.98	132.00	140.00	164.00	164.00
Charge for Credit	364.12	432.00	523.92	647.52	495.26	596.32	675.90	771.46	771.46
Total Amount Payable	5324.12	5580.00	7410.30	8921.54	6735.26	8275.38	8660.50	10707.45	10707.45
5.6% APR									
Deposit (Min. 40%)	1980.00	2071.20	2750.80	3311.60	2500.00	3071.60	3222.00	3874.40	3874.40
36 Monthly Payments	99.66	103.70	135.56	169.96	113.21	139.04	145.90	171.96	171.96
Charge for Credit	257.76	263.64	357.95	431.16	325.56	399.84	419.40	477.64	477.64
Total Amount Payable	5207.76	5447.64	7244.96	8711.16	6975.56	8072.84	8474.40	10453.68	10453.68

Flexible finance through Austin Rover.

*Price correct at time of going to press. Includes 12 month's Road Tax, number plates and delivery. Subject to vehicle availability. Available to those aged 18 or over through Austin Rover Finance Ltd., 120, Stratford Road, Solihull, Warwick, CV59 3BN. These finance plans are not available through the Employee Purchase Plan.

habitat
Sale
ENDS TOMORROW
1/2 price
Selected fabrics and wallpapers
20% off
Selected sofas from stock
1/3 off
Selected furniture ranges
and many more final reductions in store

REFRESHING NEWS FOR SUMMER FROM ESTÉE LAUDER.



Estée Lauder and Harrods bring you an exclusive...REFRESHING NEWS! Your summer gift of Signature colour and Skincare to revive and revitalise, with a crisp flourish of White Linen fragrance. A summer story hot off the press in a cool blue velvet makeup envelope.

Take a break and enjoy a glass of chilled lemonade at the Estée Lauder counters, Ground Floor...while you discover a fresh new look! REFRESHING NEWS is yours with any purchase of two or more Estée Lauder products at Harrods. Available until Saturday 30th July 1988.

One gift per customer. Lemonade served 11am-4pm.

Exclusively at

Harrods

KNIGHTSBRIDGE

Harrods, Knightsbridge, London SW1. Telephone 01-730 1234.

PAGE 40

The Mail on Sunday

*Motoring***A super-smooth Tipo for the top**

By FRANK PAGE

FASTEST and most powerful of the new Fiat Tipos is the turbo-charged diesel.

But the best seller in Britain will surely be the 1.4-litre petrol model, aimed at the market now dominated by the Ford Escort and Vauxhall Astra.

The impressive shape of this important new hatchback, to be launched here in July, looks better than it appears in photographs.

Spacious

Its smooth, wind-cheating line is given an interesting fillip by the sudden upward slope of the rear quarter-light — an unusual treatment for the back of a five-door hatch that really seems to work.

The quarter-light also keeps the interior airy, while the heightened roof gives back-seat passengers plenty of headroom.

It is a roomy car overall and the generous luggage space becomes enormous with the back seats folded.

Wide doors make access easy and the seats are well shaped and soft enough to ease the strain on a long journey.

The driving position is admirable, with good all-round visibility

**ROOMY AND WILLING: The impressive new Fiat Tipo 1.4****ROAD TEST**

PRICE: £7,500 (approx).
ENGINE: 4-cylinder, 1,372 cc, 72 bhp, 4-star fuel.
PERFORMANCE: 0-60 mph 12.9 secs, max 101 mph.
ECONOMY: 34-36 mpg.
RANGE: (tank 12.5 gallons) 400 miles.
INSURANCE: Probably Group 4.

and an adjustable steering column.

I am not too sure about the digital instrument layout on the 1.4 I tested. It slots neatly into an elongated dash, but the constantly changing digits are distracting and the flashing-light econometer seems an unnecessary extra.

On the road, the willing response of the Tipo 1.4 soon compensates for any niggles. It performs briskly and handles

neatly with commendable refinement.

The 72 bhp engine gives a top speed of just over 100 mph and an 0-60 dash in less than 13 seconds. Cruising in fifth at the legal limit is comfortably quiet, except for road roar.

One of the Tipo's best features is its smooth and light gear box. While the steering is rather vague on the straight, the car feels agile and secure on bends.

Lasting

It's a good all-round family car you can enjoy driving hard, with big front disc brakes to slow you down with impressive efficiency.

And it should last well, for much of the body is made of galvanised steel and the rear hatch is all-plastic.

I expect the price to compete with the Escort, Astra, Peugeot 309 and VW Golf, at around £7,500. Any cheaper it will be a snip.

FIAT

EUROPE'S DRIVING FORCE

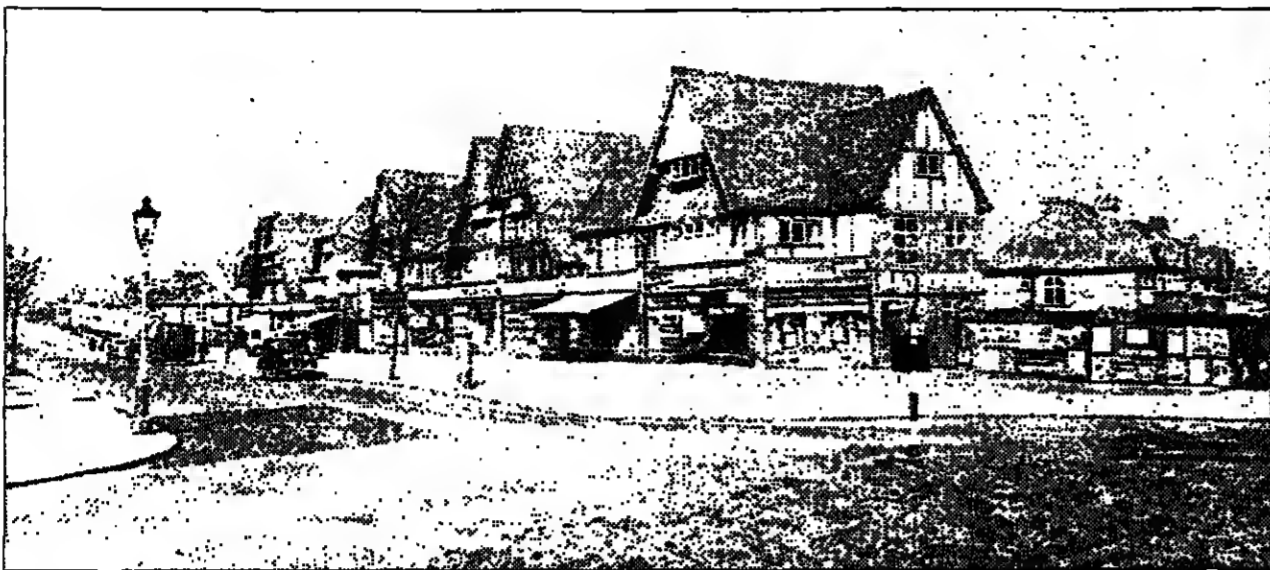
FIAT TIPO

Excellent on the highways. And the byways.

SPECTRUM

Classic Thirties-style streets are in danger, Alan Franks reports. Now one city has decided to preserve its suburban heritage

The street they froze in time



Time is about to receive an instruction to stand still in a leafy suburb of Birmingham. The details of this directive are even now being drawn up in council offices in the heart of the city — a heart still bleeding from successive waves of planning anarchy. The suburb is Hall Green, the time is the mid-1930s, and the residential development in School Lane is an undefiled classic of the epoch: the granite kerbs, the grass verges, the paving stones and the now adult plane trees; the wrought iron lamps, the castellated garden walls, and behind them the red bricks of the doorstep and the black and white tiles.

In the front bedroom you half expect to see a boy in baggy flannels trying to raise the Home Service on his crystal set. But then the school disgorges, a tide of children surges down the road and eed around the video shop, the roundabout clogs with cars, and half a century passes.

Birmingham's aim is to wrap this arcadia in aspic by means of a conservation order, and all the signs are that it will manage to do so, with the necessary approval from the Department of the Environment, before the year is out. If it does, then this may be the very first development of the period to be thus protected in this country.

In practical terms it would

mean that nothing in the designated area of about 150 homes could be added to or altered unless strictly in the style of the original. Yet it would not entail a total freeze: far from it. Council money would be made available for residents who would love to renovate sympathetically but cannot afford to. One immediate result of that would be to prevent any more of the bay windows disappearing as the soft wood rots and the owners look for a cheaper replacement.

It might seem strange that a local authority should want to cosset the architecture for a period in which more than 50 per cent of the present-day city was built. After all, Hall Green, like the neighbouring suburbs such as Kings Heath and Acocks Green, was part of Birmingham's own Metroland, burgeoning between the wars and linked to its metropolis by the Outer Circle bus route. It may be Bejemanesque, but it is also abundant.

There are two explanations. First, School Road happens to be an excellent example of the *genus*, and second, the whole city has become so sensitive about conserving what is good that it is now doing so long before a desperate rearguard action is required. If that represents a large swing of the pendulum, it is only a response to the far more drastic and irreversible swing of the demolition ball since the war, which has done for

the market hall, the library, the Georgian terraces of Vauxhall and much more.

The man responsible for the initiative is Hall Green councillor Christopher Paolcheri, aged 39, principal planning officer at Birmingham's development department. He is an architect with a passion for the restoration of timber-framed buildings, and although he denies being a "Thirties out", occasionally lets his guard drop with this sort of recollection: "When I was a boy in the Fifties, my father had this wonderful open Alvis 12/50, and we'd drive around in it and all the other children would say: 'Look at that old crock!' I somehow think there'd be a rather different attitude today. I feel rather like that about buildings."

The trouble with industrial cities in general, Pancheri argues, and with Birmingham in particu-



Preserved: School Lane in the Fifties (left), as it is today (right), and Edith Newton, who has lived there since her house was completed

lar, is that they renew themselves too quickly: the usefulness of an entire crop of buildings is outlived before its merits are fully appreciated. In the 1890s the second generation of industrial wealth built bold and splendid business premises in places such as New Hall Street, and too many of them have gone. It is only in cities such as Bath, where there is a decline of fashion and prosperity, that the old buildings, 200 years on, become objects of admiration once more.

In the context of that analysis, the freezing of School Road is neither as premature nor as mock-heroic as it sounds, even though it is odd to hear such high talk of heritage in the shadow of the Three Magpies pub on a wet weekday afternoon. At a quick glance this could be one of the Underground stations on the northern reaches of the Piccadilly Line: flat roof, brick pylon, agglomeration of rectangles. Even with the neon strips restored and the metal window frames given a bright lick of paint, surely this building is at best utilitarian, at worst deeply cheerless?

As it happens, the Three Mag-

pies is a good example of the Reformed Pub Movement of the Thirties with, in Pancheri's words, "the simple rectangular forms one associates with Walter Gropius and the Bauhaus, but with brickwork in a manner reminiscent of Dudok's schools at Hilversum."

It is also at the very heart of the School Road story. Had the brewery, John Courage, not applied to the council for permission to remove the parapet of vertical bricks and build a low-pitched prairie roof à la Frank Lloyd Wright, and had it not then appealed, unsuccessfully, to the Department of the Environment against the council's refusal, the whole question of conservation in the neighbourhood would not have received such an airing.

It is only with the DoE inspector's endorsement two months ago of Pancheri's special pleading that the council now feels it has a strong case for the protection not only of the pub, but of the immediate neighbourhood as well. The Three Magpies might not look like the stuff of which test cases are made, but Courage, in trying to tamper with it, has unwittingly done the conservationists a favour.

Given the general tenor of recent DoE circulars, which have echoed architects' views that local authorities should not have jurisdiction over aesthetic matters, the inspector's decision came as a

surprise to the council, albeit a welcome one.

At present the little parade of shops at the heart of this once progressive but always homely estate is not entirely sure which age it belongs to. The fish and chip shop is still there as it has always been, like the newsagent, though neither has the original fascia. There is a Thrashers, and a Food for Thought delicatessen, and, slightly further back in time, the narrow frontage of Patricia's Hair Salon. The only real Thirties legacy still visible is the white lettering of Barbers Teas on the frosted panels of what is now the Pretty Pantry.

It is also difficult, though not impossible, to find an "original" resident. Mrs Edith Newton, born in 1896 in east London, has lived in the street since 1936, when the house was completed. Nothing would induce her to move, even though the traffic has increased out of all recognition since the days when the road ran through open fields. "My husband, Harold, and me, we wanted a house and we were told they were building some on a farm, and we liked the style, so we bought it. It cost us £450. No, £500, because it was another £50 for the second toilet, outside. I think it's a grand idea, them wanting to keep it like it was. Does that mean getting rid of the traffic? Oh, I do so wish they would."

When the City turns a deaf ear

Musicians do not want to sing for the shareholders, so the City does not like the sound of the record industry

Why are City analysts so interested in a former punk musician's exploits in a Los Angeles recording studio this week? A decade ago Billy Idol sang with the punk group Generation X. Now, through careful grooming and management, he is a worldwide star, with his last studio album selling 150,000 copies. But that was two years ago... now his record company Chrysalis is anxiously awaiting his next

effort. Earlier this week, following a reduced profits forecast, Chrysalis's chairman, Chris Wright, suggested he might follow Richard Branson's lead at Virgin and take his company — currently listed on the Stock Exchange — back into private ownership.

A business does not stand or fall on one album. But Wright is clear: "It would be great news for us if Billy Idol called up and said, 'Yesterday I recorded five tracks and I think I can get the whole thing fin-

ished within two weeks.'" Then Chrysalis could slot the album into its schedule; profit forecasts would be revised, and the City possibly made happier. All Wright can say now is, "We're expecting a new studio album in calendar '89." He adds: "Really and truthfully (Idol) should have produced more than that."

The unpredictability of pop stars and their output explains why the City tends to mark down the music business. "It is not regarded as quality

earnings," says an analyst at the stockbrokers James Capel. "What they mean is that they're not happy about investing in talent rather than bricks and mortar," comments Rob Partridge, a director of Island, Britain's largest independent record company.

Wright jokingly recalls an expression in the record business that "everything would be all right if it wasn't for the artists." He has attributed Chrysalis's disappointing performance to delayed record

releases, particularly from two top-selling artists, Huey Lewis and Pat Benatar. But he adds, "You can't always blame the artist for being late delivering the product. There are creative factors involved."

Wright felt Benatar's new album, *Wide Awake in Dreamland*, "lacked a good immediate rock song to get it played all over radio in the United States". In April, following a gall-bladder operation, she went back into the studio to record a further song,

"All Fired Up" — this week a successful single at number 30 in the British charts. "Clearly if the album had come out a few months earlier, we would have had extra sales."

But, he emphasizes, this is often a false economy. Pop music has progressed from 20 years ago, when record companies released anything that landed on their desks. In today's competitive market, records have to be good, and be accompanied by the right video. "They cost more to

paid £8 million, but Virgin refuses to confirm or deny this. Again, the City would like to know such figures, which can amount to a significant proportion of profits. Bicknell says analysts should be looking at not advances, but the increased royalties offered to lure artists in "transfer deals".

In the face of these uncertainties, big multinationals have been divesting themselves of their music divisions. Siemens recently pulled out of Polygram, its joint venture with Philips. General Electric sold RCA to West Germany's Bertelsmann, and Sony acquired CBS Records. In Britain Thorn-EMI is rumoured to want to rid itself of its music commitments, though this is denied at the company.

Bicknell says there was a plan for Dire Straits to go public last year. He put the idea to band leader Mark Knopfler. The musician first asked, "You mean, unzip myself?" When Bicknell explained, Knopfler replied, "You mean I'd have to write songs for shareholders? I couldn't do it."

Andrew Lycett

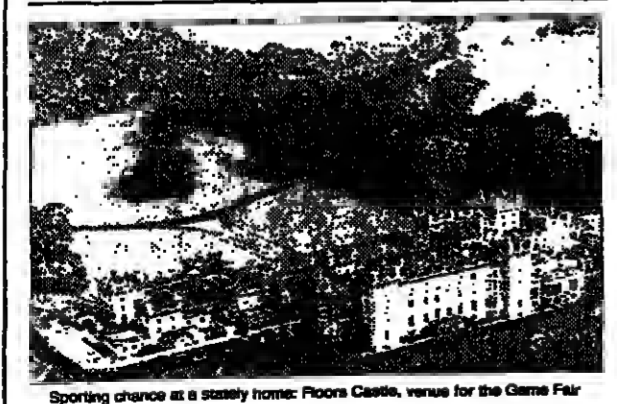


"You can't always blame the artist": Virgin's Steve Winwood, Chrysalis's Pat Benatar and the Virgin stalwart Mike Oldfield

SATURDAY

Portfolio PLUS NEW Accumulator

At least £8,000 to be won



Playing the game

Next week the 31st Game Fair will open at Floors Castle, Kelso, in the heart of the Borders. Some 100,000 people will make their way to the home of the Duke of Roxburghe to indulge their appetites for all things rural. But how are the great country estates such as Floors standing up to the financial pressures of the Eighties? *The Times* finds out tomorrow

SCIENCE REPORT

Depths of flower power

In 1862, Charles Darwin speculated that the reason tropical orchids have exceptionally deep flowers was in order to increase their breeding success. But only now has Darwin's idea come under scientific examination. The results, in a report in *Nature* this week, vindicate his theory. Insects searching for nectar are unwitting carriers of pollen from flower to flower. This suits both insect and plant: the insects find food, and the plants are pollinated. But the plant is pollinated only if the pollen-dusted body of one visiting insect brushes the sticky stigma, the female sex organ of the plant. Male pollen must come into contact with the stigma if the plant is to set fruit.

The problem for the insect is that nectar in an orchid is very hard to get at, being stored in small organs called nectaries situated right at the bottom of the deep flower corolla tubes. So visiting moths have to stretch their long tongues to their fullest extent in order to reach them at all. In a series of experiments, Anders Nilsson of the University of Uppsala in Sweden, has proved that the flower depth is closely related to the lengths of the tongues of hawkmoths that pollinate them. Nilsson observed that the tubes are on average just slightly longer than the full length of a moth tongue, so that the moth must get right inside the flower to feed, rather than hovering outside. This means that a moth is likely to deposit pollen on the stigma as it enters the flower.

By artificially shortening the flower corolla tubes, Nilsson showed how carefully natural selection matches flower depth with the length of hawkmoth tongues: there was a dramatic reduction in the amount of pollination (and thus fruit production) in proportion to the amount by which the flower had been shortened. So, orchids with deeper flowers set more fruit and have a better chance of passing on their inheritance to succeeding generations. Because of this, the average depth of orchid flowers will increase over time. And the hawkmoths with the longest tongues will be favoured by natural selection because they are more efficient feeders.

In putting forward the evolutionary scheme tested by Nilsson, Darwin commented that the 1½-in-deep flowers of the Madagascar Star Orchid must have co-evolved with a hawkmoth with an exceptionally long tongue. This idea was vindicated 40 years later with the discovery of just such a moth. Nevertheless, theorists are baffled that Darwin's idea has never been tested.

Even now researchers still need to explain how this evolutionary "arms race", as it is called, began in the first place. Darwin was vague on the subject, suggesting that the cycle might have been prompted by a general size increase in moths. But size has little to do with feeding habits: hawkmoths are avid nectar feeders but large saturniid moths feed much less frequently. Instead the answer is more likely to lie in the special relationship between certain orchid species and specialist moths, such as that of the Madagascar Star Orchid and its attendant hawkmoth. But this model does not seem to apply to moths, butterflies and other pollinating insects with a more varied diet. Some species of bee get round the problem by avoiding the stigma and anthers, raiding nectar directly by drilling into the nectary through the base of the flower.

And to view the situation as a battle between moths and flowers is simplistic; flowers do not compete with moths out of caprice, but in order to pass a greater proportion of their genes on to the next generation than flowers less successful at attracting pollinators. Similar considerations apply to the moths. And flower depth and moth tongues cannot go on growing for ever. Natural selection would probably act as harshly on extra-deep flowers as on the shortened ones, because there are depths which even the threadlike tongues of hawkmoths will not plumb.

Henry Gee

There's bargains galore at the cellular store

Carphones	Our price	R.R.P.
NEC 11A ETACS H/free	£490	£1195
Transportables		
Panasonic C50P	£750	£1395
Motorola 4500x ETACS	£750	£1149
Portables		
NEC 9A	£890	£1795
Motorola 8000s	£690	£1495
Mobira Cityman ETACS	£1175	£2295

CelluFone

The Cellular Store
239-243 Ballard's Lane Farnham, N12 8NP, Tel: 446 8431
Open Monday - Friday 9am - 6pm
All prices include VAT. All charges payable by MAIL ORDER. HOTLINE: CALL 01-445 4872

ANNOUNCEMENTS & PERSONAL

But they will be rich full into... many foolish and... which down men in distress and... T. Timothy 6.9

BIRTHS

RACON - On July 11th, 1988 to... Marylyn (nee Grant) and... daughter, a sister to... Rosalind

DEATHS

BEALLEY - On July 12th, peacefully... at home, aged 84 years... daughter, a sister to... Oscar

MARRIAGES

MACHINERIES - On July 9th... in London, John Nathaniel... daughter, a sister to... Hilda

RUBY ANNIVERSARIES

LAWRENCE-KENNY - On 15th July... at the British Embassy, Paris... Arthur to Ruth, now at Sevenoaks

DEATHS

BEALLEY - On July 12th, peacefully... at home, aged 84 years... daughter, a sister to... Oscar

MARRIAGES

MACHINERIES - On July 9th... in London, John Nathaniel... daughter, a sister to... Hilda

RUBY ANNIVERSARIES

LAWRENCE-KENNY - On 15th July... at the British Embassy, Paris... Arthur to Ruth, now at Sevenoaks

DEATHS

BEALLEY - On July 12th, peacefully... at home, aged 84 years... daughter, a sister to... Oscar

MARRIAGES

MACHINERIES - On July 9th... in London, John Nathaniel... daughter, a sister to... Hilda

RUBY ANNIVERSARIES

LAWRENCE-KENNY - On 15th July... at the British Embassy, Paris... Arthur to Ruth, now at Sevenoaks

DEATHS

BEALLEY - On July 12th, peacefully... at home, aged 84 years... daughter, a sister to... Oscar

MARRIAGES

MACHINERIES - On July 9th... in London, John Nathaniel... daughter, a sister to... Hilda

RUBY ANNIVERSARIES

LAWRENCE-KENNY - On 15th July... at the British Embassy, Paris... Arthur to Ruth, now at Sevenoaks

DEATHS

BEALLEY - On July 12th, peacefully... at home, aged 84 years... daughter, a sister to... Oscar

ANNOUNCEMENTS

REASON Tony, Happy 50th. Have a... smiling day (now the smart word... Best wishes, Stuart Boden

FOR SALE

THE PIANO WORKSHOP LONDON... An extensive range of new and... For free catalogue and further details... 304 Highgate Road, NW5

RENTALS

MAYFAIR BY GROSVENOR SQUARE... Elegant home to rent... Telephone 01-493 2938/2244

OVERSEAS TRAVEL

IT'S ALL AT TRAILFINDERS... Worldwide travel agents... Telephone 01-235 9801

SUPER SECRETARIES

SECRETARIES for Architects &... Telephone 01 734 0632

LEGAL NOTICES

IN THE MATTER OF SHAPPEY... AND IN THE MATTER OF THE... Telephone 01 734 0632

ANNOUNCEMENTS

REASON Tony, Happy 50th. Have a... smiling day (now the smart word... Best wishes, Stuart Boden

FOR SALE

THE PIANO WORKSHOP LONDON... An extensive range of new and... For free catalogue and further details... 304 Highgate Road, NW5

RENTALS

MAYFAIR BY GROSVENOR SQUARE... Elegant home to rent... Telephone 01-493 2938/2244

OVERSEAS TRAVEL

IT'S ALL AT TRAILFINDERS... Worldwide travel agents... Telephone 01-235 9801

SUPER SECRETARIES

SECRETARIES for Architects &... Telephone 01 734 0632

LEGAL NOTICES

IN THE MATTER OF SHAPPEY... AND IN THE MATTER OF THE... Telephone 01 734 0632

ANNOUNCEMENTS

REASON Tony, Happy 50th. Have a... smiling day (now the smart word... Best wishes, Stuart Boden

FOR SALE

THE PIANO WORKSHOP LONDON... An extensive range of new and... For free catalogue and further details... 304 Highgate Road, NW5

RENTALS

MAYFAIR BY GROSVENOR SQUARE... Elegant home to rent... Telephone 01-493 2938/2244

OVERSEAS TRAVEL

IT'S ALL AT TRAILFINDERS... Worldwide travel agents... Telephone 01-235 9801

SUPER SECRETARIES

SECRETARIES for Architects &... Telephone 01 734 0632

LEGAL NOTICES

IN THE MATTER OF SHAPPEY... AND IN THE MATTER OF THE... Telephone 01 734 0632

ANNOUNCEMENTS

REASON Tony, Happy 50th. Have a... smiling day (now the smart word... Best wishes, Stuart Boden

FOR SALE

THE PIANO WORKSHOP LONDON... An extensive range of new and... For free catalogue and further details... 304 Highgate Road, NW5

RENTALS

MAYFAIR BY GROSVENOR SQUARE... Elegant home to rent... Telephone 01-493 2938/2244

OVERSEAS TRAVEL

IT'S ALL AT TRAILFINDERS... Worldwide travel agents... Telephone 01-235 9801

SUPER SECRETARIES

SECRETARIES for Architects &... Telephone 01 734 0632

LEGAL NOTICES

IN THE MATTER OF SHAPPEY... AND IN THE MATTER OF THE... Telephone 01 734 0632

ANNOUNCEMENTS

REASON Tony, Happy 50th. Have a... smiling day (now the smart word... Best wishes, Stuart Boden

FOR SALE

THE PIANO WORKSHOP LONDON... An extensive range of new and... For free catalogue and further details... 304 Highgate Road, NW5

RENTALS

MAYFAIR BY GROSVENOR SQUARE... Elegant home to rent... Telephone 01-493 2938/2244

OVERSEAS TRAVEL

IT'S ALL AT TRAILFINDERS... Worldwide travel agents... Telephone 01-235 9801

SUPER SECRETARIES

SECRETARIES for Architects &... Telephone 01 734 0632

LEGAL NOTICES

IN THE MATTER OF SHAPPEY... AND IN THE MATTER OF THE... Telephone 01 734 0632

ANNOUNCEMENTS

REASON Tony, Happy 50th. Have a... smiling day (now the smart word... Best wishes, Stuart Boden

FOR SALE

THE PIANO WORKSHOP LONDON... An extensive range of new and... For free catalogue and further details... 304 Highgate Road, NW5

RENTALS

MAYFAIR BY GROSVENOR SQUARE... Elegant home to rent... Telephone 01-493 2938/2244

OVERSEAS TRAVEL

IT'S ALL AT TRAILFINDERS... Worldwide travel agents... Telephone 01-235 9801

SUPER SECRETARIES

SECRETARIES for Architects &... Telephone 01 734 0632

LEGAL NOTICES

IN THE MATTER OF SHAPPEY... AND IN THE MATTER OF THE... Telephone 01 734 0632

ANNOUNCEMENTS

REASON Tony, Happy 50th. Have a... smiling day (now the smart word... Best wishes, Stuart Boden

FOR SALE

THE PIANO WORKSHOP LONDON... An extensive range of new and... For free catalogue and further details... 304 Highgate Road, NW5

RENTALS

MAYFAIR BY GROSVENOR SQUARE... Elegant home to rent... Telephone 01-493 2938/2244

OVERSEAS TRAVEL

IT'S ALL AT TRAILFINDERS... Worldwide travel agents... Telephone 01-235 9801

SUPER SECRETARIES

SECRETARIES for Architects &... Telephone 01 734 0632

LEGAL NOTICES

IN THE MATTER OF SHAPPEY... AND IN THE MATTER OF THE... Telephone 01 734 0632

Young... lin leader... door open

Memorial service... Viscount Ward of Witley... Service of thanksgiving for the life and work of Viscount Ward of Witley was held yesterday at St Clements Church, Strand, The Ven B. H. Halfpenny, Chaplain-in-Chief of the RAF, officiated, assisted by the Rev M.J. Stokes, Lord Harbham of St Marybone, Col. H. Chad, the lesson and Sir Fitzroy Maclean gave the address. Among other present were:...

Leukaemia Research Fund... How near we are to the cure... depends on you... Fighting cancer on all fronts

ANNOUNCEMENTS... How near we are to the cure... depends on you... Fighting cancer on all fronts

ANNOUNCEMENTS... How near we are to the cure... depends on you... Fighting cancer on all fronts

ANNOUNCEMENTS... How near we are to the cure... depends on you... Fighting cancer on all fronts

ANNOUNCEMENTS... How near we are to the cure... depends on you... Fighting cancer on all fronts

To Place Your Classified Advertisement... Please telephone the appropriate number listed below between 9am and 6pm. Monday to Friday, or between 9.30am and 1.00pm on Saturdays. Birth, Marriage and Death Notices 01-481 4000

THE ARTS

Proms picnic, musical feast

Flight and fight control

After the dancing Proms of 1987, John Drummond's second season, which opens next Friday, again has a theme: that of words and music, though I doubt that anyone would notice it from the programmes alone — this is very much the mixture as usual.

There are more youth orchestras than ever before, five of them, and there is also the innovation of a bank-holiday "Proms Picnic" in Hyde Park, but the great bulk of the repertoire moves steadily forward to another summer in the Albert Hall with little change.

Of course, the basic formula is not something that could or should be changed: the Proms have their most essential function in presenting the standard literature of music to new listeners. However, it is a pity so few of the programmes have the freshness and promise of the interlacing of Britten and Mahler on August 24, and a pity too that there is not a little more surprise among the choices from the 19th century.

There ought to be more evidence that our thinking about the great masterworks is not what it was 50 years ago, and in that respect the handing of Beethoven's Ninth to Roger Norrington and his "authentic" forces (September 16) is at least one welcome sign of change.

Still, there are nights to look out for even among the most con-

Paul Griffiths on the modern twist to a traditional programme which opens next Friday



Master stroke: Russian pianist Vladimir Ashkenazy who will be conducting Strauss and Tchaikovsky on August 22, one of the Proms' highlights

ventional programmes: Ashkenazy conducting Strauss and Tchaikovsky (August 22), Masur and the Leipzig Gewandhaus Orchestra in Beethoven (August 30), the much-praised new conductor of the BBC Welsh, Tadaaki Otaka,

making his Prom debut in Schumann and Mahler (September 7), Günter Wand happily returning to the BBC SO for Mozart and Tchaikovsky (September 10). There are also enticing vocal prospects in the St Matthew

Passion with Anthony Rolfe Johnson, Andreas Schmidt, Olaf Bär, Michael Chance and others (August 18) and the Mahler *Klagende Lied* with Margaret Price, Jard Van Nes and Siegfried Jerusalem (September 11).

Among the operas, it will probably be necessary to kill to get tickets for the superlative Glyndebourne *Falstaff* (August 27), but there are choice soloists too in *Capuleti ed i Montecchi* conducted by Pritchard (August 21) and in

the Lyons *Pelleas* (August 7).

Otherwise the main treats are likely to be in the area of 20th-century music, and not least in the new works commissioned from an intriguingly off-beat selection of composers: the tricky Jonathan Lloyd suddenly emerges with a Fourth Symphony (July 26) and Michael Finnissy has promised a "primitive ritual chant" in *Red Earth* (August 2), but any predictions about the wonderfully inventive and enigmatic Gerald Barry's *Chevaux-de-frise* (August 15) are liable to be wide of the mark.

This is a good year, too, for Schoenberg, with the hyper-charged *Pelleas und Melisande* conducted by the still under-regarded Matthias Bamert (August 9) and *Erwartung* sung by Jessye Norman under Boulez (September 14). The London Sinfonietta have a jazzy programme including Maria Ewing in Weill (September 8).

There is another chance to hear Sarah Leonard soaring in Donatoni's *Arias* with Stravinsky and Carter under Eötvös (August 17); and Roger Woodward returns to the Himalayas of modern pianism in a late-night recital of Barraqué and Stockhausen at Kensington Town Hall (August 3). As usual, summer holidays will have to be planned with care and a radio.

If you are reading this on the Costa Concrete or in the land of the midnight kebab, the chances are that you will have missed that salient feature of the domestic summer season, Thames Television's annual update on the crisis in air-traffic control. Had you caught the programme in time, you would very likely have done the sensible thing and cancelled your holiday.

The rare unanimity of opinion garnered by *This Week* (ITV) was the product of more than one country. As regular news reports attest elsewhere, mushrooming air travel means that passengers can no longer expect both promptness and safety, and Europe's air corridors currently make the M25 look like a placid country lane.

An added wild card is that an estimated five per cent of aircraft passing over Germany will have taken off without being allocated a slot all the way to their destination. The fact that international negotiations for places in the queue are conducted by live-tele-

TELEVISION

phone in several varieties of English concentrates the phenomenon known in the parlance of homely London Underground as "delays and intervals".

In common with many such essays, the programme introduced a little in its examination of the political context. The British government's "inertia" in the face of this problem might be thought to reflect the castlessness of national life generally rather than a specific policy.

Perhaps the most significant revelation was that Gatwick, the second busiest international airport in the world, derives more revenue from selling cranberry goods to stranded passengers than from charging airlines to use its one runway.

On Channel 4, *Sugar*, *Ray Leonard* recently explained that while he may be "a very scrawny person" and indeed "a very vain individual", nonetheless "we all have a killer instinct". The pre-fest *American Exter* star, *Carolyn Clay*, frequently has his mouth held shut by opponents in the ring, and his revenge is awesome to behold. It is still a source of wonder that such dazzling pugilism can be dealt by such delicate hands.

Unlike the standard delinquent-turned-athlete of many in his profession, Leonard had to be pushed into pugilism by an elder brother. He promptly capped his first experience in the ring by retiring at the age of seven. This wrapped up a series of interviews by Hugh McIlvanney, a knowledgeable sports writer with the unfortunately ponderous technique of a heraldic *monogram*. Having asked the articulate Leonard how he had felt during a particular fight, the interviewer stopped his subject in the first round with his own rigid recollections of the event: How wise he was, though not to call him "Sugar".

Martin Cropper



Charmers: Amanda Root gives Miles Anderson a sparkling glance

erecree for this gallant style over another's. Simon Russell Beale's plump and quite amusing Fopling — briefly moving to when singing his love ballad — complains that Dorimant's room contains no looking glass. Not only that: after the minimally furnished opening scene, where we are expected to adapt our senses as best we can to the spirit of Restoration raillery, there is not an item of furniture for the rest of the play, nothing to take our attention from the combat of what passes for wit, delivered by characters who seldom touch and seem hardly to move. Added to which, Hynes has a habit of placing two figures at the forward corners of the thrust stage and leaving them there, evidently content to view her direction from

the middle of the theatre, and who cares about those who sit at the sides? I presume that Miles Anderson's brief has been to play Dorimant as an unreflective hedonist dead behind his eyes. It would be wrong to attempt to make the character likeable but more spirit in the playing would make us care for the outcome of his ventures. It is this spirit that vitalizes the playing of Amanda Root as Harriet, the woman of modesty opposed to the men of mode. Her glances sparkling, her nature exuberant and her voice, when she speaks from the heart, thrillingly sincere, she brings some pleasure into a loopy evening.

Jeremy Kingston

The Royal Baccarat Scandal Chichester

true that some of our most popular soaps are imported from America, but the biggest of them all is played out on the pages of the tabloids by the cast from Buckingham Palace. Before Fergie and Di, there were the Duke and Duchess of Windsor (dead, but not yet exhausted). Before them, as we are reminded here, the Royal Family had that most potent of soap characters, the likeable rogue.

It is Keith Michell, performing in a play he would surely never have directed, as the handsome, disgraced Sir William, who goes through the gamut of fine actorly gestures and emotions; but as his character has no internal logic, he appears not much more interesting than a Thunderbird puppet. From the programme, incidentally, it looks as if the play's title is a firm of accountants. If anyone wishes to see the future of unsubsidized, sponsored theatre, to Chichester let him go. Gerald Harper's subtle, saturnine QC is a little gem in a sea of paste.

Harry Eyres

Hardly a flutter at heart

THEATRE

The Man of Mode Swan, Stratford.

Etherege subtitled this, his most celebrated play, "Sir Fopling Flutter", but his divinely ludicrous follower of French fashions is not the only character whose life is ruled by allegiance to the modish. The sinister Dorimant is trapped within a system of living as compulsive as that of his near contemporary, Don Juan, to whom his carryings on are a pale and largely humourous echo.

The Don defied God; Dorimant gets his kicks out of being god to the mob of adoring women whose breath comes in short pants at the very sound of his name. Any criticism Etherege felt for his charms hero is so faint as to require the magnifying lens of a literary critic to isolate apparently key words. In her disappointing first production for the RSC, Garry Hynes identifies the theatrical equivalent, no key to open the play's hard heart.

Not are the costumes and set design by Uitz of the smallest help: a wall of black screens punched with some holes for spotlights and similar holes on the black stage. There's modish for you.

As for the costumes, they travel so narrow a range of sombre colours that we must have an eye for a cut of a coat as refined as Sir Fopling's to understand the pref-

Some say that the British vice is hypocrisy. This dramatized reconstruction of the "Tranby Croft Incident", in which Sir William Gordon Canning was accused of cheating at cards in the presence of his close friend, the Prince of Wales, would bear that view. The morality (if it can be so called) examined by Royce Rytoo consists of the simple rule that anything goes if you are not caught doing it. All his characters live for an honour which will bear no close examination, but which, once lost, will destroy all other values. This seems somewhat extreme, and in fact is not the point. The real British vice is soap opera. It is

Vocal and dramatic intimacy

OPERA

La traviata Glyndebourne

Following the new *Falstaff*, the revival of last year's instalment reminds us of how much Glyndebourne's Verdi cycle owes to the super-realism of John Gunter's sets.

Here the salons, the country morning room and the cluttered bedroom are places which invite a closely controlled, natural style of acting, which for the most part they receive. However, there is still the no-nonsense that goes with "Sempre libera", when Violetta shows her freedom of action by plunking out candles on the beat and tossing champagne about the stage. Inevitably the audience tilted.

Otherwise Sir Peter Hall draws a fine portrait of the opera, and the cast, halfway new, live up to the demands for vocal and dramatic intimacy. The Violetta is now Fiorella Pediconi, whose singing has high finish and technical



Passionate: perfect partners Fiorella Pediconi and Timothy Noble

exactness. She produces the ornamental flourishes with the natural ease of a bird, and yet her temperament is not at all that of a passive, purely musical creature. She is a woman of determination and passion, retaining all her authority and nerve in her conversation with the elder Germont.

This scene is the highpoint of the evening, since the revival has a baritone of intense charm and superb diction in Timothy Noble, the Boccalegna of the opening production in this Verdi cycle two years ago. His soft strength is the velvet for Pediconi's vocal jewellery: it is a winning combination, especially when both singers act the scene to such purpose.

Paul Griffiths

Gems among the gold leaf

CONCERT

OAE/Fischer Goldsmiths' Hall

acoustics, which "tubified" the bass end, but left the fiddles naked of resonance.

Yet the playing of this all-Mozart programme was always spirited and stylish, with only occasional rough edges — chiefly in the selection of 1791 Dances which opened the evening. But here the fault surely lay with the conductor, Ivan Fischer, who chose to break up this unpretentious but delightful music with his own spoken commentary.

More of Fischer's real strengths were displayed in the Symphony

No 39, particularly his flair for bringing out the muscle in the music. The vigour of the drum patterns and discords at the opening; the punchy and pacy Minuet; these worked best in his hands, and he also struck a good balance between wistful lyricism and ceremonial excitement in the first movement allegro.

Less successfully managed was the tricky matter of balancing these period instruments in an unresponsive acoustic. Much of the important woodwind detail in the finale, for instance, lay unexposed, and the music consequently lost something of its contrapuntal dimension.

Monica Huggett was both soloist and director in a performance of the Violin Concerto in D, K218, which grew in character and composure after a rather colourless opening. The music was never over-driven; the phrasing always sounded natural; the Rodeau's flying episodes were delivered with considerable technical flair.

Richard Morrison

WIMBORNE
WINGS OF DESIRE
"TRULY A MASTERPIECE"
"MIRACULOUS"
NOW SHOWING
Lumiere Gate
GLASGOW FILM THEATRE
FROM FRIDAY WATERSHED

THE ROYAL OPERA
Andrei Tarkovsky's production of
Boris Godunov
Mussorgsky
Sponsored by The Royal Opera House Trust (1988)
Tomorrow & July 20, 22 at 6.30pm
Conductor: James Conlon
Designer: Nicholas Dvigoubsky
Cast includes: Robert Lloyd, Robert Tear, Gwynne Howell, Vladimir Popov
Box Office 01-240 1066/1911
48 Floral St, London WC2
All major credit cards accepted.
65 day seats are available to personal callers at the Box Office from 11am. One per person at £5 each.

Royal Opera House

The Early Years 1850-1872
Cézanne
22 April - 21 August 1988
Royal Academy of Arts
Burlington House, Piccadilly, London W1 - Open daily 10-6

"... powerful and illuminating..."
DAILY TELEGRAPH
"... an overwhelming and spectacular experience..."
THE SUNDAY TIMES
"... a revolutionary show..."
THE TIMES

INFORMATION SERVICE

This selective guide to entertainment and events throughout Britain appears from Monday to Friday, followed in the Saturday section by a preview of the week ahead. Items for inclusion should be sent to The Times Information Service, PO Box 7, 1 Virginia Street, London E1 9XN

BOOKING KEY
* Seats available
* Returns only
(7) Access for disabled

THEATRE LONDON

BUSMAN'S HONEYMOON: Dorothy Lysons...
THE COMMON PURSUIT: New cast takes over leading roles in Simon Gray's play...

OUT OF TOWN

CHICHESTER: The Royal Baccarat Scandal...
DARK EYES (PG): Soviet director Nikita Mikhalkov's superb adaptation of Chekhov's short stories...

FILMS

Also on national release
Advance booking possible
CROCODILE DUNDEE II (PG): Paul Hogan repeating his role as the king of the outback (112 min)...

TOP FILMS AND VIDEOS

UNITED STATES:
(1) Coming To America
(2) My Framed Roger Rabbit

WORDS WATCHING

DADDY (h) Bernardo Daddi (c.1290-1349) was the leading artist of the generation that followed Giotto in Florence...

CONCISE CROSSWORD NO 1616

ACROSS:
1 Spanish coin (6)
4 Practice (6)
8 Guide, teach (5)

ENTERTAINMENTS

CONCERTS:
ROYAL OPERA HOUSE: 1900-1901...
SADLER'S WELLS: 1916-1917...

THEATRES

ADRIAN PHOENIX: 1911-1912...
LES LIAISONS DANGEREUSES: Winner of a 'BEST PLAY' award...

EVENTS

WIRELESS ANTHEM: 1902-1903...
WALT DISNEY'S WORLD ON ICE: 3 WEEKS ONLY 8-29 August...

OPERA & BALLET

CAMBRIDGE: 1904-1905...
LONDON COLLEGE: 1906-1907...

TO PLACE YOUR ADVERTISEMENT IN THE TIMES

TRADE ADVERTISERS: TEL: 01-481 1920
ADVERTISERS FAX NO: 01-481 9313



Shocking the crowds

Although few would have believed it possible in 1982, when Peter Gabriel nearly lost his hair backing the first three-day World of Music Arts and Dance festival, the event has now become a firm fixture on the summer calendar...

OPERA

FALSTAFF: New production by Peter Hall as part of Glyndebourne's progressing Verdi series...

ROCK

JOHN LEE HOOKER: A survivor from the first generation of electric blues guitarists and still in fine fettle at 70 years...

CONCERTS

COLCO CONCERT: Christopher Zimmerman conducts the City of London Chamber Orchestra in Mendelssohn's Violin Concerto...

ART GALLERIES

THE COLE FAMILY: English landscape paintings by four successive generations of the same family...

WALKS

THE JEWISH EAST END: Meet Aldgate tube, 11am, £3 (also next Fri)...

TALKS

THE FIRST IMPRESSIONIST: Gallery lecture on Turner by Colin Wiggins...

BOOKINGS

RSC IN LONDON: Public booking open for August, with opening performances of Three Sisters and Hyde Park...

OTHER EVENTS

FESTIVAL OF STREET ENTERTAINERS: Opens this evening at 7.30pm with a grand variety concert...

GARDENS

CAMBRIDGESHIRE: Padlock Craft, West Wootton, from A504 between Linton and Horseheath...

DANCE

SWAN LAKE: Premiere of a new production by the directors of the Moscow Bolshoi Ballet...

GALLERIES

PROSPECTS OF TOWN AND PARK: 37 landscapes, featuring major Old Masters lent from over 50 British art collections...

WALKS

THE TRAIL OF JACK THE RIPPER: Meet Whitechapel tube, 7.30pm, £3 (also next Fri)...

TALKS

THE BURIED CITY: Meet Blackfriars tube, 11.30am, £2 (also next Fri)...

BOOKINGS

RSC IN LONDON: Public booking open for August, with opening performances of Three Sisters and Hyde Park...

OTHER EVENTS

FESTIVAL OF STREET ENTERTAINERS: Opens this evening at 7.30pm with a grand variety concert...

GARDENS

CAMBRIDGESHIRE: Padlock Craft, West Wootton, from A504 between Linton and Horseheath...

DANCE

SWAN LAKE: Premiere of a new production by the directors of the Moscow Bolshoi Ballet...

TELEVISION AND RADIO

Compiled by Peter Dear and Jane Rackham

BBC1
6.00 Coast AM
6.40 Edgar Kennedy in Clean Sweep (b/w). Ed Weather.

BBC2
6.55 Open University: Science Foundation Course. Ends at 7.20.
6.00 Weekend. The Phillipson family from Dover go to Boulogne for the day.

ITV/LONDON
6.00 TV-am begins with The Morning News, introduced by Richard Keys. 7.00 Good Morning Britain presented by Anne Diamond and Mike Morris.

6.15 Doctor in the House (r). 6.45 News with Alastair Stewart. 6.00 The 6 O'Clock Show introduced by Michael Aspel.



Doing time: An inmate of Swansea prison reflects on the overcrowding and the lack of basic facilities in the first of two Open Space films (BBC2: tonight 9.30pm and tomorrow 9.55pm)

An insight into inside

Anyone who thinks that prison is an extended holiday camp should tune in to two sobering Open Space documentaries about life behind bars in Her Majesty's Prison at Swansea (BBC2 tonight, 9.30pm, and tomorrow, 9.55pm).

TELEVISION CHOICE

Prisoners abandoned to this way sometimes attempt suicide. One such incident occurred during the filming, when an inmate tried to hang himself from his cell window with a torn-up sheet.

Peter Waymark

The tumbledown men

Thanks to the irrepressible Fred Dibnah and his TV lessons on how to topple a chimney stack, the art has lost some of its mystique. Inside Job (Radio 4, 4.05pm) capitalizes on this by assuming that because all of us are now potential stack-fellers...

RADIO CHOICE



A sweet-smiling action man: Jackie Chan (R4, 9.45pm)

on new generations of Kung Fu movies and experimental theatre. Bruce Lee might be dead, but the quick flash of the fist and the flying kick in the groin are still alive and well, with Jackie Chan the new Eastern-Western action man.

Peter Davalle

BBC1
6.00 Coast AM
6.40 Edgar Kennedy in Clean Sweep (b/w). Ed Weather.

BBC2
6.55 Open University: Science Foundation Course. Ends at 7.20.
6.00 Weekend. The Phillipson family from Dover go to Boulogne for the day.

CHANNEL 4
12.00 Woman in View (r). 12.30 Business Daily. 1.00 Soame Street. Pre-school learning series. The guest is Richard Pryor.

7.55 Book Choice. Margaret Forster reviews Alison Lurie's The Truth About Lavin Jones. 8.00 What the Papers Say with Alan Russett on the Guardian.

BBC1
6.00 Coast AM
6.40 Edgar Kennedy in Clean Sweep (b/w). Ed Weather.

CENTRAL
6.00 Weekend. The Phillipson family from Dover go to Boulogne for the day.

VARIATIONS
1.00 California Highway 1.30 ITV Yesterday. 1.30 TVS News and Weather. 1.30-1.35 Film: Trouble in Store.

2.40-3.00 Magic Magic 5.15-5.45 Give Us a Clue 6.00 Calendar and Weather. 6.30-7.00 Benson 10.35 Film: Welcome to the Country.

LEATHER SPORTS CASUAL From £9.95. These beautifully made shoes are ideal casual wear or sportswear. They are extremely comfortable, hard-wearing, perfect for all your leisure and especially for all those of you who are planning active holidays.

Radio 1
6.55 Weather, News Headlines
7.00 Morning Concert: Handel (Concerto Grosso in F, Op 6) in the Fields under Marinari; Barber (Summer Music, Westwood Wind Quartet)

Radio 2
6.55 Weather, News Headlines
7.00 Morning Concert: Handel (Concerto Grosso in F, Op 6) in the Fields under Marinari; Barber (Summer Music, Westwood Wind Quartet)

Radio 3
6.55 Weather, News Headlines
7.00 Morning Concert: Handel (Concerto Grosso in F, Op 6) in the Fields under Marinari; Barber (Summer Music, Westwood Wind Quartet)

Radio 4
6.55 Weather, News Headlines
7.00 Morning Concert: Handel (Concerto Grosso in F, Op 6) in the Fields under Marinari; Barber (Summer Music, Westwood Wind Quartet)

Tenth of heart cut out as a life-saver

By Pearce Wright Science Editor

A leading cardiologist has developed a successful surgical method which could save the lives of many heart attack victims by cutting out as much as ten per cent of a patient's heart.

The development was described yesterday by Professor Ronald Campbell, of the Freeman Hospital in Newcastle upon Tyne. He said that many patients who survived a heart attack still had a risk of dying if their heart's electrical rhythm went haywire.

But lives were now being saved through delicate surgery in which the areas responsible for the abnormal rhythms were cut out. A tenth of the heart was removed.

Professor Campbell told a meeting of the British Heart Foundation in London that the first attempt was made in a desperate bid to save the life of a 29-year-old woman who had just had a baby.

She had suffered a cardiac arrest during pregnancy, was kept alive to deliver her child, but then had another attack. In an operation "almost of despair" Professor Campbell and Mr Colin Hilton, the heart surgeon, attempted the treatment. It proved successful and the woman is now, eight years later, living a normal life.

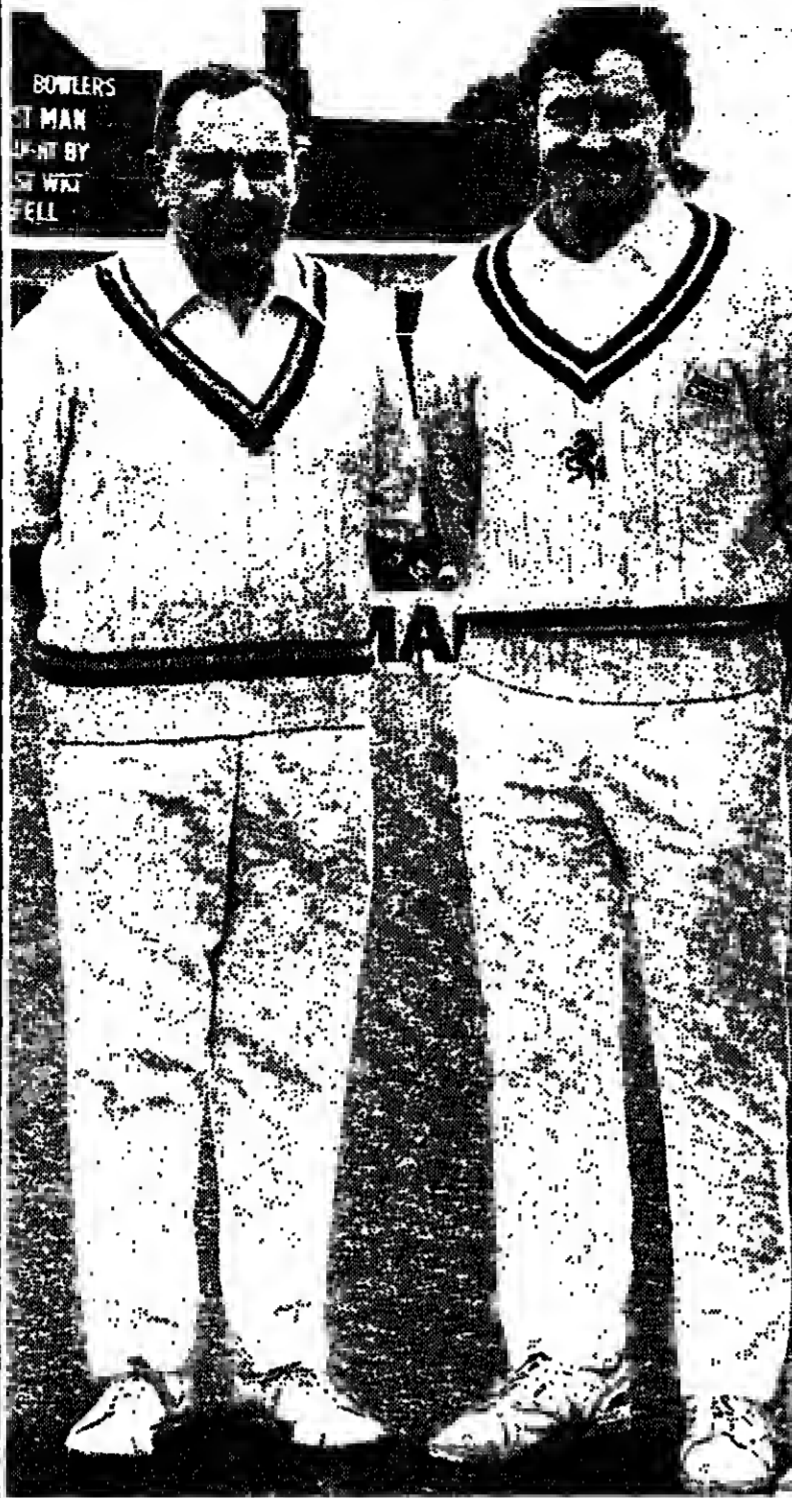
Professor Campbell said that the procedure had since been carried out on more than 100 patients and he was being inundated with requests as news of the successful technique spread. The survival rate of patients, who would almost certainly have died, was about 80 per cent.

The condition affects about 5 per cent of people who survive a heart attack. The same disorder is also caused by some viral infections. Professor Campbell, holder of the foundation's chair of cardiology at Newcastle University, said the development came from the study of heart rhythm disturbances.

The problem is caused by a defect in cells belonging to the fast electric network of the heart. The trouble is diagnosed by reading the "electrical signature" of the heart. When the surgeon operates, there is often little to distinguish between normal and abnormal cells. The new procedure involves the use of a delicate probe to detect electrically unstable cells.

"Patients who have lived under the threat of severe blackouts and death can return to a normal life without the need for medication," he said. Professor Desmond Julian, medical director, reporting on other advances, said the results of a major investigation showed the risk of dying of a heart attack could be cut by 50 per cent by quickly giving a patient a combination of aspirin and the drug streptokinase. The finding was based on the largest study ever mounted into the value of different treatments.

Cowdrey reign comes full cycle



Colin and Christopher Cowdrey at last month's Kent v Old Kent match.

The appointment yesterday of Christopher Cowdrey to captain England in the last two Test matches against the West Indies completes a cycle: his father, Colin, led the side in 27 of the 114 Tests he played between 1954 and 1975 (John Woodcock writes).

Christopher Cowdrey, is an entirely different type of cricketer from his father. Colin saw the ball wonderfully early, whether at the crease or at slip or in the rackets court, and, having seen it, caressed it. It was against his nature to hammer the ball. Christopher is more an athlete. There are times in the field when he reminds me of Keith Miller in the way he springs into action. He has been, when fit, one of the best and most versatile fielders in the world - a brilliant catcher of the ball and very fast across the ground.



Christopher getting some early tips from father in Sierra Leone in 1960.



F. T. Mann, left, and F. G. Giffen, the earlier father-and-son England captains.

England under-19 side to the West Indies - they were full of young county cricketers who thought they were old pros and viewed Christopher with suspicion - he soon won them over. Now he has taken an unfancied Kent side to the top of the championship, however precarious their place may be.

The only other English father and son to have captained their country at cricket were the Manns, F. T. (1926) and F. G. (1948-49).

He won his Test place on merit and owes his promotion most of all to his personality and flair, not at all to nepotism. And that is the best way to start.

Commons sketch Chubby checks a des res in Osaka

Members of all parties have long been advised to remember that there is always someone, somewhere in the world who is far worse off. Nothing becomes a minister more than to call foreign misery to the attention of the House. Ho, ho, ho, they say, you may complain about the state of things over here - but have you been over there? At the moment, Mr Nigel Lawson is twisting again in his role of Chubby Ex-Checker, whizzing about like a whirling dervish in search of countries with a terrible balance of payments deficits. For countries to look up to, politicians tend to look no further than Europe. For some time, it has been Sweden this, Sweden that, for the Socialists, while the Conservatives have been mad keen on West Germany. When snooping around for places suitably miserable, the South American countries have long scored strong points for both parties. But Chubby Ex-Checker has now come up with a more novel hovel. "House prices in Osaka have risen far faster than in London," he declared. Osaka? Isn't that somewhere in North Wales? No, surely it's the capital of the Isle of Wight? Come off it, it's a small town just off the Birmingham ring-road, somewhere towards Manchester, know it well. Members on both sides of the House seemed to be scratching their heads in wonderment. Mr Lawson's delaying tactic had paid off.

New Kinnock sanctions jibe

Mr Neil Kinnock last night used the keynote speech of his Southern African tour to deliver a fresh personal attack on the Prime Minister, accusing her of deviousness and hypocrisy.

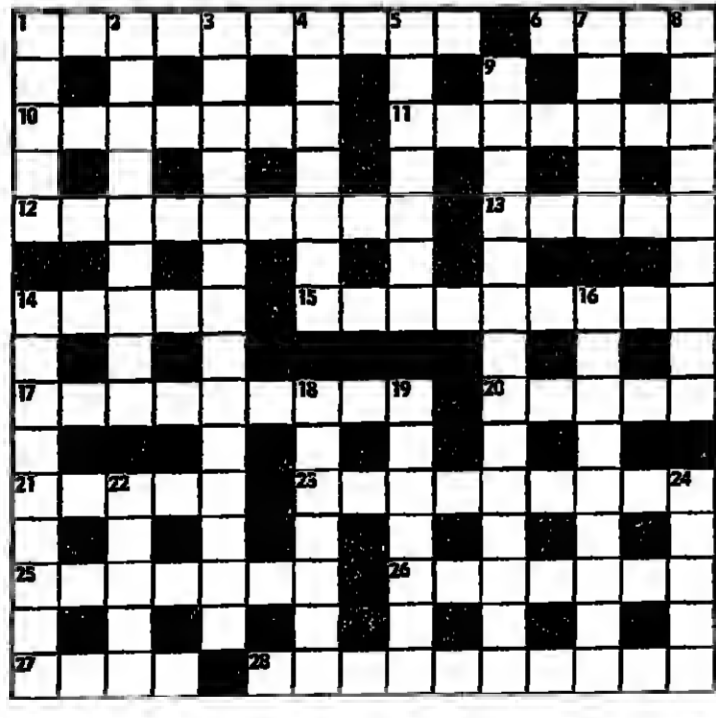
He said that people who supported frontline states while giving succour to the apartheid regime were "shopping on both sides of the street". He went on: "The devious, of course, prefer to call it constructive engagement. The polite term for it is deviousness. The impolite and more accurate term is hypocrisy. But whatever it is called it does not work against apartheid... All that constructive engagement ensures is the unholy wedlock which must continue to support that apartheid."

Bae deal for Rover Group goes ahead

Continued from page 1 extraordinary general meeting of BAE, we shall have returned to the private sector the last of the constituent parts of what was British Leyland. Last night's statement followed 36 hours of high political drama over the deal. Early on Wednesday, the European Commission agreed the terms of the deal, which included a Government cash injection of £469m, a ceiling of £78m on regional aid linked to the Rover five year corporate investment plan, no further state funding and what was the sticking point for BAE, six monthly monitoring by Brussels.

It was less than the £800m cash injection that BAE originally agreed with Lord Young, but the City still believed it was sound and so were Department of Trade officials that it was all but signed and sealed that they announced a press conference for later in the day. At noon on Wednesday Lord Young signed the official papers passing the Government's 99.8 per cent stake in Rover to BAE. Three hours later, a clearly embarrassed Lord Young was having to stand up in the House of Lords and announce that BAE had pulled back and were demanding more time. Late into Wednesday night, officials from the DTI and the board of BAE held meetings to find a way round the impasse. There was talk of Lord Young revisiting Brussels to seek clarification from Competition Commission Peter Sutherland. City astonishment at the turns of events hardened around the thought that there might not be a deal at all. In Brussels yesterday, Sir David Hannay, Britain's permanent representative to the European Commission had a one and a quarter hour meeting with Mr Sutherland and his officials to clarify what restrictions the monitoring would place on British Aerospace. The meeting was suspended while the British contingent reported back to BAE chairman Professor Roland Smith and his team of bankers and lawyers in London.

THE TIMES CROSSWORD PUZZLE NO 17,722



ACROSS 1 English confessor who swallowed popular religion according to Marx (5,5). 6 Call sleeper (4). 10 Artist a model once, now a stripper? (7). 11 Bound by peace, like the States? (7). 12 We hear the headmaster's word is law (9). 13 Inhuman characters in the Old Testament (5). 14 Where things get stuck, learner has to move slowly (5). 15 Science fiction about Uriah the Ancient from this pen (5,4). 17 Was it for making chain-mail or cleaning it? (5,4). 20 Place of birth (5). 21 Collect for a service (5). 23 Impervious to repellent (9). 25 In epic, enemies are of either sex (7). 26 Bright red (7). 27 Provided a small house in the West End (4). 28 Watch part designed to be sounded on light (10).

WORD-WATCHING: A daily safari through the language jungle... ART NAMES: DADDI: a. A radical Modernist school... WORDS: CORAL, ATLANTIS, ATLANTIS

WEATHER: A ridge of high pressure will bring some improvement from the west... AROUND BRITAIN: Scarborough 10.9, Birmingham 10.7... THE POUND: Australia \$1.20, Hong Kong \$1.10

AM PM: Weather maps for London, Manchester, Tower Bridge... LONDON: Yesterday: Temp: max 8 am to 8 pm, min 6 pm to 8 am... MANCHESTER: Yesterday: Temp: max 8 am to 8 pm, min 6 pm to 8 pm... HIGHEST & LOWEST: Tower Bridge will be lit at the following times today: 12.45pm, 1pm, 4.30pm, 6pm, 8.45pm and 10pm... YESTERDAY: Temperatures at midday yesterday: a, about 1, b, 1, c, a, a...

Handwritten scribble at the bottom of the page.

TEMPUS

BUSINESS ROUNDUP

La Redoute acquires 19.9% of Empire

Shares in Empire Stores, the mail order group, jumped 11p to 256p yesterday on news that La Redoute, France's leading mail order house, had taken a 19.9 per cent shareholding in the company.

La Redoute said its investment was long-term and that it had no immediate plans to bid for Empire, unless there was a bid from a third party.

TSB raises its mortgage rate

The TSB is raising its mortgage rate. The new higher rates apply immediately for new borrowers and from August 12 for existing borrowers.

Dividend at SW Wood

SW Wood, the subject of a reverse takeover by Braemar Commodities in September, has reported pre-tax profits for the year to end-March of £1.51 million.

Whitecroft expands

Whitecroft, the industrial holding company whose interests range from textiles to building supplies, is paying £980,000 for I. Blake & Co, a fabric coating company based in Wellingborough, Northamptonshire.

Hodgson in £4m deals

Hodgson Holdings, the USM-owned funerals group, has acquired a further 12 funeral directing businesses in deals totalling £3.98 million.

Dwek valued at £33.5m

The management buyout at Dwek Group, the multi-industrial conglomerate, will offer shareholders 150p a share, against a suspension price of 131p, and value the company at £33.5 million.

Armour acquisition

Armour Trust, the London diversified industrial holding company, has agreed the purchase of Airfreb, which makes car air fresheners, for £1.33 million initially and a deferred consideration of a further £1 million maximum.

Listing puts £44m value on Savills

Savills, the chartered surveyor, is coming to the stock market next Thursday by means of a placing of 9.6 million shares at 125p which values the whole group at £4.3 million.

The board had originally considered an offer for sale but it had been decided this was not practicable. Kleinwort Benson, the merchant bank, has, therefore, arranged the placing of 27 per cent of the enlarged share capital.

Computer firm's buy

Computer People, the country's largest supplier of contract computer consultants, is expanding its US operation by buying Sterling Software, the professional services group, for a maximum \$14 million (£8.28 million).

Our market report is never more than 30 minutes old. 0898 12 12 20 CITYCALL BULLETIN

Ferranti's results disguise potential

After the boom years of the early 1980s, defence expenditure is in decline in real terms. Nothing new in that, but the question is whether the low ratings which have been accorded defence stocks as a consequence of the less-than-buoyant background might not have been overdue, especially in the case of Ferranti International Signal.

Ferranti's latest results do little to dispel the aura of gloom surrounding the sector. Pretax profits were up 35 per cent to £68 million last year.

Rank Organisation

Rank's share of the profits of its associate, Rank-Xerox, was again the star performer, up 29 per cent to £78 million. There is every prospect of a good second half to follow.

Alliance Leicester profit up to £60m

The Alliance & Leicester Building Society, which is among the societies examining the possibility of conversion to become a public limited company, yesterday announced a 25 per cent increase in pre-tax profits to £60 million in the first six months of this year.

Era Group snaps up Shadow

Era Group is buying Shadow GB, one of the largest independent multiple camera retail chains which trades under the Tecno and Fox Talbot names for an initial £6 million.

Domino Printing rises to £2.3m at half time

Domino Printing Sciences, the maker of ink jet printers and inks, lifted pre-tax profits by 21 per cent to £2.27 million in the six months to May 5, helped by a large US acquisition.

Expansive Brunning in black with £873,000

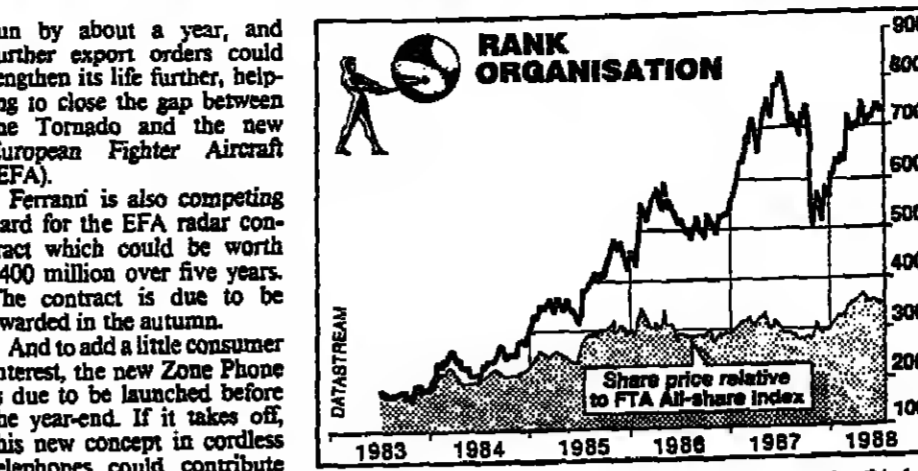
The Brunning Group, the advertising and marketing company, has reported a return to profit after two years of losses, and a link-up with an American group in a worldwide joint venture.

Farmers accused of spreading bid poison with a pen

Life at the top in corporate America is, they say, not for the faint-hearted. Those toughies who survive the daily dangers of executive hypertension - induced by the relentless pressure to perform - retire home, exhausted, to ponder the arithmetic of their cholesterol count as well as their stock options.

Men of letters anger BAT with lobby campaign

Life at the top in corporate America is, they say, not for the faint-hearted. Those toughies who survive the daily dangers of executive hypertension - induced by the relentless pressure to perform - retire home, exhausted, to ponder the arithmetic of their cholesterol count as well as their stock options.



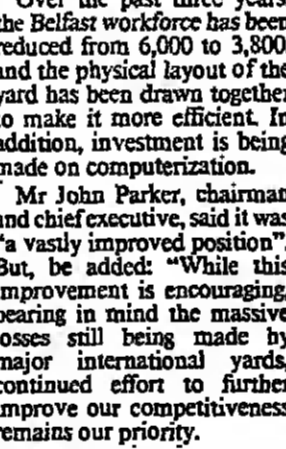
now in line with the 74 days calculated by Rank as the average for the top 50 companies. As the full year to end-October will reveal, Rank other than Xerox is now a reasonably coherent entertainment and leisure business rather than simply 'non-Xerox'.

Harland and Wolff cuts losses to £17m on efficiency gains

Harland and Wolff, the state-owned Belfast shipyard, cut its losses by more than half in the year to end-March. Losses on ordinary activities were down from £49.74 million to £17.26 million.

Rise and rise of an NZ baker

Goodman Fielder Watie (GFW), which is considering making a takeover bid for Ranks Hovis McDougall, the Hovis-Bisto food group, began in a corner store bakery in Moteuka, an isolated village in New Zealand's South Island.



Tar from complacent: John Parker, Harland and Wolff chief

Era Group snaps up Shadow

Era Group is buying Shadow GB, one of the largest independent multiple camera retail chains which trades under the Tecno and Fox Talbot names for an initial £6 million.

Domino Printing rises to £2.3m at half time

Domino Printing Sciences, the maker of ink jet printers and inks, lifted pre-tax profits by 21 per cent to £2.27 million in the six months to May 5, helped by a large US acquisition.

Expansive Brunning in black with £873,000

The Brunning Group, the advertising and marketing company, has reported a return to profit after two years of losses, and a link-up with an American group in a worldwide joint venture.

Farmers accused of spreading bid poison with a pen

Life at the top in corporate America is, they say, not for the faint-hearted. Those toughies who survive the daily dangers of executive hypertension - induced by the relentless pressure to perform - retire home, exhausted, to ponder the arithmetic of their cholesterol count as well as their stock options.

Men of letters anger BAT with lobby campaign

Life at the top in corporate America is, they say, not for the faint-hearted. Those toughies who survive the daily dangers of executive hypertension - induced by the relentless pressure to perform - retire home, exhausted, to ponder the arithmetic of their cholesterol count as well as their stock options.

million to £13.4 million at half-way, should improve strongly on last year's £44 million. Bookings are up 11 per cent at Butlins, prices up more and investment has been heavy. Films and television were up a quarter after six months despite a dull time at the cinema.

AAH Holdings

AAH Holdings is hardly a name which cries out "Stop me and buy one." Its operations range from cleaning streets and collecting rubbish in Wandsworth, London, to grave sweeping in Rochford, Essex, through grass-cutting in British Army bases in Germany to the more dominant activity of pharmaceutical operations which, in turn, embrace wholesale distribution, manufacturing and retail.

Computer firm's buy

Computer People, the country's largest supplier of contract computer consultants, is expanding its US operation by buying Sterling Software, the professional services group, for a maximum \$14 million (£8.28 million).

Farmers accused of spreading bid poison with a pen

Life at the top in corporate America is, they say, not for the faint-hearted. Those toughies who survive the daily dangers of executive hypertension - induced by the relentless pressure to perform - retire home, exhausted, to ponder the arithmetic of their cholesterol count as well as their stock options.

Men of letters anger BAT with lobby campaign

Life at the top in corporate America is, they say, not for the faint-hearted. Those toughies who survive the daily dangers of executive hypertension - induced by the relentless pressure to perform - retire home, exhausted, to ponder the arithmetic of their cholesterol count as well as their stock options.

heat than light running over the shares at present because of the controversial UniChem situation, with AAH standing on the sidelines ready to do legal battle if necessary to protect its share of the pharmaceutical market. An OFT report is due shortly.

Computer firm's buy

Computer People, the country's largest supplier of contract computer consultants, is expanding its US operation by buying Sterling Software, the professional services group, for a maximum \$14 million (£8.28 million).

Farmers accused of spreading bid poison with a pen

Life at the top in corporate America is, they say, not for the faint-hearted. Those toughies who survive the daily dangers of executive hypertension - induced by the relentless pressure to perform - retire home, exhausted, to ponder the arithmetic of their cholesterol count as well as their stock options.

Men of letters anger BAT with lobby campaign

Life at the top in corporate America is, they say, not for the faint-hearted. Those toughies who survive the daily dangers of executive hypertension - induced by the relentless pressure to perform - retire home, exhausted, to ponder the arithmetic of their cholesterol count as well as their stock options.

Farmers accused of spreading bid poison with a pen

Life at the top in corporate America is, they say, not for the faint-hearted. Those toughies who survive the daily dangers of executive hypertension - induced by the relentless pressure to perform - retire home, exhausted, to ponder the arithmetic of their cholesterol count as well as their stock options.

Men of letters anger BAT with lobby campaign

Life at the top in corporate America is, they say, not for the faint-hearted. Those toughies who survive the daily dangers of executive hypertension - induced by the relentless pressure to perform - retire home, exhausted, to ponder the arithmetic of their cholesterol count as well as their stock options.



Beating the gong for Rank: (from left) Michael Gifford, Sir Patrick Meany, and Nigel Turnbull, finance director, yesterday (Photograph: Chris Harris)

COMMENT David Brewerton

US figures cast a long shadow over economy

Today's US trade figures had better be worth waiting for. The financial markets, having gone to sleep this week in anticipation of the American numbers, will now see whether a sense of direction will, in fact, emerge. Amid the usual flurry of rumours ahead of the figures, \$11 billion still seemed to be the best guess for the May deficit.

The figures potentially represent a make or break for the dollar, and, therefore, for the future course of base rates in Britain. More likely, they will pass without changing very much at all.

The round of prime rate increases by the US banks hardly helped sentiment yesterday, although following Alan Greenspan's confirmation of the Fed's recent tightening in his Humphrey-Hawkins testimony to Congress, it was hardly a surprise to see prime rates quickly falling into line with the firmer Fed funds rate.

The City had braced itself yesterday for more evidence that the British economy was seriously overheating. What it got was not only confirmation that there is plenty of growth in the economy, but also a surprising reprieve on the strength of pay pressures. Not only did the Department of Employment announce a lower-than-expected 8.5 per cent increase in average earnings in the 12 months to April, but also, unusually, it revised down the April figure to the same increase.

The news was welcomed, if in a muted fashion, but we are clearly in a period when good news is neutral for the markets, while bad news is definitely bad. And yesterday's news on earnings was not quite as good as it seemed.

Some settlements, notably that for the nurses, still have to come through in the official figures. The Department of Employment's revisions to the data left in place the recent acceleration in earnings growth in manufacturing, clearly most important from the point of view of Britain's overseas trade performance.

The strength of output growth, now back up to an underlying 6 per cent a year and the fall in unemployment — running rock-steady at 40,000 a month — show that expectations of an easing of labour market pressures are not soundly based.

The Chancellor expressed his dissatisfaction with the present rate of inflation in the House of Commons yesterday, and reaffirmed his determination to get it down. But with retail price inflation moving up just in time for the next pay round, and labour market conditions pointing firmly in the direction of higher settlements, the Chancellor may have to put up with his dissatisfaction for quite a while.

Xerox helps lift Rank to £105m

By Graham Searjeant, Financial Editor

The Rank Organisation raised its pre-tax profits by 17 per cent, to £104.8 million, in the 28 weeks to May 14. The improvement came largely from its share of Rank Xerox, its associate company, which increased its contribution by 29 per cent to £77.9 million.

However, setbacks at Strand Electric and Rank Taylor Hobson, both subsidiaries of Rank Precision Instruments, held back the divisions managed by Rank and Sir Patrick Meany, the chairman, said the group's new management was "still a long way from where we want Rank to be".

Trading profits from the other divisions rose by only 6 per cent to £35.6 million before interest charges which rose from £4.3 million to £7.8 million.

This was partly due to repayment of preference shares. For the first time, however, this included half-year results from the holiday businesses, principally Butlins, which make a small seasonal loss in the winter months.

Earnings for the first half were up 26 per cent to 28.4p per share, and the interim dividend has been raised from 7.25p to 8.5p per share.

The results were in line with market expectations and Rank shares slid 3p to 737p in line with the trend.

Profits in the second half are expected to be sharply higher, thanks to the seasonal holiday business and the United States acquisitions, Rank Ahnert Leisure and the renamed Rank Video Services, which were bought in March.

Mr Michael Gifford, the chief executive, said Rank Xerox should continue to perform strongly, thanks to the launch of the 50 series reprographic copying machines and strong growth in Fuji-Xerox, of Japan.

Sir Patrick stressed that the closure of Cannon's Eltree Studios, the rival to Rank's profitable Pinewood, would not seriously damage the film industry. "If Eltree is more suitable for property development, that does not mean the film industry does not have fine facilities in this country," he said.

Profit falls to £17m at Mail group

By Richard Thomson

Associated Newspapers Holdings, publisher of the *Daily Mail* and the *Mail on Sunday*, yesterday reported a sharp drop in interim pre-tax profits from £29.1 million to £16.8 million as high costs related to redundancies and revised distribution arrangements eroded earnings.

The group said that costs were likely to continue at much the same level for the rest of the year, producing a lower profit for the current 12 months than for the previous period. In the meantime, it is increasing the interim dividend to 2.25p, up from 2p.

The *Daily Mail* and the *Mail on Sunday* both performed well, with circulation rising particularly on the Sunday newspaper. The *Evening Standard* and *Northcliffe Newspapers* had increased revenues through a rise in classified advertising. Blackfriars Oil & Gas, the energy subsidiary, maintained its profit contribution despite lower oil revenues from several oil fields.

The group said that the reallocation of its London newspapers is proceeding according to plan and the first of its new presses being installed in Surrey Docks is expected to be ready in September. The whole plant will be operational by spring next year.

DPR clients may sue for assets

By Lawrence Lever

Investors who lost thousands of pounds in dealing with DPR Futures have a greater chance of recovering some or all of their money due to the suspension of the futures broker and the investigation into it by the Securities and Investments Board.

Far from being insolvent, DPR and its directors have assets worth millions of pounds which may be vulnerable to seizure by investors or the SIB, which has frozen DPR's assets.

Sources close to the SIB have indicated that the company had been making pre-tax profits of more than £250,000 a month before it was suspended on Monday. Indications of the size of the assets of DPR and its two remaining directors have been given by former employees, who said it was so successful in attracting investors that it paid its top salesmen up to £12,000 a month.

Sources close to Mr Marcus Deller, one of the three founding directors, say he was paid more than £500,000 for his one-third stake in DPR when he left at the beginning of this year.

The firm charged massive commissions to private clients who succumbed to its high pressure selling of futures and options contracts.

Many former clients have claimed that DPR put their money in and out of futures and options contracts without their permission.

Former DPR clients have contacted *The Times* inquiring whether an action group of ex-DPR clients should be set up.

One firm of London solicitors, Sebastian Coleman & Co, is acting for some former clients of DPR.

Mr Piers Coleman, a partner with the firm, said yesterday: "My firm would like to have a go at DPR."

The SIB has the power to order DPR to recompense investors who dealt with the firm after April 29 when the Financial Services Act came into force.

Other investors would have their case strengthened against DPR as and when the detailed reasons for the suspension become public.

The SIB is investigating the company, to see if there is any evidence of fraud or other criminal conduct in the way DPR operated.

The City of London Fraud Squad is also maintaining an interest in DPR and is liaising with the Serious Fraud Office, which may launch its own investigation into the futures firm.

The SIB suspended DPR because of its business practices — it judged it unfit to be a futures and options broker — and not for any reasons of insolvency.

Low & Bonar ahead by 20%

By Carol Ferguson

Low & Bonar, the Scottish packaging and plastics company, revealed a 20 per cent jump in profits to £9.6 million at the half-year stage. Earnings per share rose 19 per cent to 7.8p, and the interim dividend increased by the same amount to 2.2p net.

The electronics division, which is being disposed of for £35 million, made a small loss of just under £1 million, compared with a profit of about £1.5 million last time. Finalization of the sale is expected to be announced soon.

"Excluding electronics, our profits improved by 50 per cent," Mr Roland Jarvis, the group chief executive, said. "We will have no borrowings when the cash from the sale of the electronics business comes in, and we are now looking for acquisition opportunities in the US and the UK."

"Now that we have a coherent base of core activities, we are anxious to expand that core, and we are in the early stages of discussions. We have big credit lines, and with no gearing, we can afford to make one or two acquisitions in the £20 million to £40 million range."

Mr Jarvis added that the group was gaining market share in packaging and in plastic containers.

He said the company's growth in the period was organic, and reflected the impact of previous investment programmes. During the second half of the year, further important projects will come on stream, and the effects of these should be significant in 1989 and beyond.

Saunders' paper round

Former Guinness chairman Ernest Saunders was spotted lurching in a plush West End hotel yesterday, in curious company. He was, I can reveal, seen in the pretty pink-furnished dining room of the Howard Hotel, ensconced at a prime window table, overlooking the duck ponds. Wearing a light grey suit, he looked fit and relaxed — although maybe a touch more portly than during his stressful corporate days. And his luncheon companion was none other than Sir John Junor, once editor of the *Sunday Express*, and now one of Fleet Street's best-known columnists. Sir John, it should be noted, picked up the bill, and the pair were seen passing sheets of A4 paper backwards and forwards across the table, to the ever-so-discreet fascination of other City diners. None more so than the pair seated at the very next table — DTI Under-secretary Michael Howard, who authorized the fraud squad investigation into Guinness, and Sir Alex Fletcher, his predecessor. Observers tell me no nods of recognition were exchanged between the parties.

Ahoy, Mates!

Some good news at last for Richard Branson — and LIG. According to the latest circular from Britain's number one Finnish analyst, Bryan Knox of Kleinwort Grieveson, a local women's group on the Aaland Islands, between Sweden and Finland, is gaining

Meetings adjourned

The Associated Newspapers board meeting held yesterday to discuss the company's interim results will be one of the last to take place in its hallowed mahogany-paneled and gilded boardroom for at least six months. The reason for this is that, with the *Evening Standard* moving into Barkers' old Kensington site in December — to be renamed New Northcliffe House — and the *Mail on Sunday* and *Daily Mail* following suit in June and July next year, Viscount Rothermere, the group chairman, has, I hear, reached the inevitable conclusion, and decided to move the boardroom with them, panel by panel. The dismantling starts next month and it will be rebuilt on the top floor of the new building, next to Lord Rothermere's office suite, by February. Its sentimental associations with the Harmsworth family clearly run deep. It was, after all, the office first used by Alfred Harmsworth (later Lord Northcliffe) who, together with his brother Harold (later the first Viscount Rothermere) — both sons of a London barrister — founded the *Daily Mail* in 1896. In fact it was Alfred who in 1908 converted the room, in Carmelite House, betwixt Fleet Street and the Thames, into a boardroom, and it has been in constant use ever since. The busts of the two brothers, which still look down on the board's table, will, methinks, soon begin to reveal a faint smile.

Roy for pastures new

Smith New Court's chief executive Michael Marks was, I can reveal, cook-a-booop yesterday after his romp in persuading Citicorp Scrimgeour Vickers' managing director, Paul Roy, to come on board. "As one paper said recently, we are the Rolls-Royce of market-making, with a solid profits record whatever the market conditions," Marks tells me. "But I want to see us as an all-round security

support for its proposal to supply free condoms to visitors during the tourist season. They are, apparently, particularly anxious to meet anticipated demand at the end of this month, when the Tall Ships Race passes through.

Michael Ashcroft, the chairman of Bermuda-based ADT, could be presenting a more slimline image over the coming year. His company has just agreed to replace Mars as the main sponsor of the London Marathon and he will, I suspect, now come under increasing pressure from boardroom colleagues to take part in it himself. Ashcroft, not an athletic-looking man, has agreed to sponsor the event for three years, to the tune of more than £2 million, with an option to extend it for a further two years. This year a four-man ADT team took part, including one director, but there is now likely to be a three-line whip for all able-bodied employees to start training for 1989. "We do hope to enter a much bigger team," a spokeswoman admits.



"Since when has Unitech been making chocolates?"

	28 weeks ending 14.5.88	28 weeks ending 16.5.87
Profit before tax	£104.8m	£89.4m
Earnings per share	28.4p	22.6p
Ordinary dividend	8.5p	7.25p

The Interim Report will be posted to shareholders on 21st July 1988. Copies may be obtained from the Secretary, The Rank Organisation Plc, 6 Cornuaught Place, London W2 2EZ.

Carol Leonard

Dow inches ahead in early trading

New York (Reuters) - Shares rose in early trading yesterday after a half-point increase in the prime rate.

Other analysts said that shares were assisted by the 0.5 per cent rise in retail sales, which was too low to raise any threat of an overheating economy.

On Wednesday, the Dow average closed 11.73 up at 2,104.37.

● Tokyo - The Nikkei Dow index rose by 63.98 points, or 0.23 per cent, to 28,084.08.

It shed 79.74 points on Wednesday. Prices closed higher after a buying spree in the late afternoon, aimed at electrical stocks, because of heavy promotion by Japanese securities houses.

● Hong Kong - The Hang Seng index rose by 8.11 points to 2,752.96 and the Hong Kong index gained 5.15 to 1,820.36.

● Sydney - At the close of floor trading, the All-Ordinaries index was down by 5.6 points to 1,615.1 after peaking at 1,625.9.

The food sector continued to hold the market's attention yesterday following Wednesday's news that Goodman Fielder was considering making a full bid for Ranks Hovis McDougall.

But this time the spotlight fell on Geest, the fruit and vegetable importer famous for its bananas, whose share price soared by 29p to a new peak of 298p on whispers of a bid soon from rival Northern Foods.

Northern Foods is no stranger to bid speculation itself and is said to have been on the look-out for a possible takeover target for some time. But any offer by Northern Foods - or any other suitor - would have to be agreed by Geest, which is still controlled by the Geest family.

Ranks Hovis McDougall rose by a further 2p to 452p, after 457p, on a turnover of 5 million shares.

Goodman Fielder Wattie, the Australian food conglomerate which already holds 29.4 per cent of RHM, decided to

translate back into sterling. But according to Chase Manhattan this run of bad luck and poor timing may be over. Mercury is expected to produce a first-time profit of £30 million for the current year compared with a loss of £11 million last year.

Cable and Wireless stood out with a rise of 11p to 379p following publication of a bullish circular by the electrical team at Chase Manhattan Securities, the broker. They are looking for a change for the better in the group's fortunes over the next couple of years.

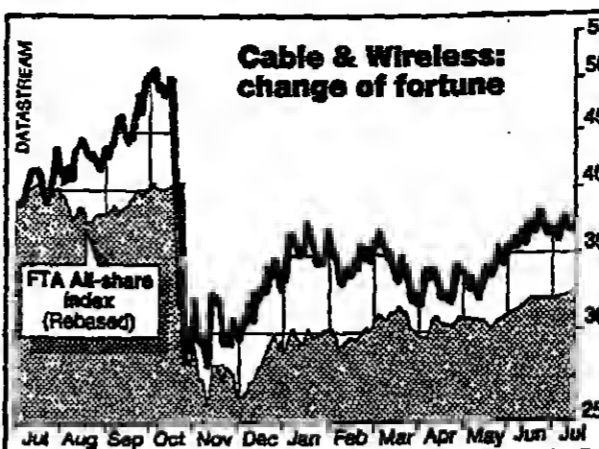
Last year was always going to be a difficult year for the group following the surge in the value of sterling at the expense of the dollar and the big start-up costs incurred with Mercury. At least 80 per cent of group profits still come from Hong Kong in the form of dollars and suffer when

million where the prospective p/e falls to under 10. Pearson, the industrial conglomerate whose interests range from publishing, fine china and merchant banking, also came in for renewed support climbing 17p to 739p, after 745p.

Yesterday's flurry of excitement in Pearson was prompted by talk that The News Corporation, which is the parent company of News International, owner of The Times, had been adding to its stake.

But brokers were quick to

Geest bounds to peak on bid talk



point out that The News Corporation is prevented from adding to its holding for at least a month.

Jaguar, the luxury car manufacturer, slipped below the £3 level with a fall of 1p to 299p, bringing to an end the speculative run which has seen the price come up from the 275p level to 320p in the space of a week.

Three newcomers to the market staged impressive debuts. Christie Group, the largest specialist business agency in Great Britain and

Backwell Austria, the quantity surveyor and consultant,

joined the United Securities Market and opened at 123p compared with the placing price of 110p. The shares touched 126p before closing at 125p, making an opening premium of 15p. Broker to the issue was Albert E Sharp.

Broadwell Land, the property group brought to the USM by Mr Ian Stewart, former airline pilot, offered for sale at 155p by Phillips & Drew Securities, the broker, opened at 158p and advanced strongly to close with a premium of 17p at 175p.

Beauford, the designer and manufacturer of plant equipment and machine tools, owned by Mr David Bulmer, ex Hilldown chief executive, owns a 29.9 per cent stake, attracted speculative buying and closed 25p higher at 225p.

The rise was accompanied by vague takeover talk, while some dealers thought it more likely that the company was the verge of announcing a couple of acquisitions to complement its existing business.

Mr Bulmer is said to be back on recovery turnaround situations in metal and plastics.

Vanx Group, the Sussex land-based brewery and food operation, jumped 13p to 640p as the appearance of a large buyer flock, market makers short of stock.

Michael Clark and Geoffrey Fox

WALL STREET

Table listing various stock market indices and company prices under the heading 'WALL STREET'.

Owners Abroad to raise £12.7m

Owners Abroad, the tour operator and airline seat broker which is now among the top six British holiday companies, is launching a rights issue to raise £12.68 million via a one-for-two issue at 45p a share.

The older part of the group, including seat wholesaling and tour operating, cut winter operating losses to £1.98 million from £2.72 million in the corresponding period of the previous 12 months.

COMPANY BRIEFS

- List of company briefs including BARBOUR INDEX, CENTRAL MOTOR AUC(NT), TINSLEY (ELIZA), RANSON (WIM), BR.LDNG. & ENL., JONES STROUD (PL), KLEIN-E-ZE (INT), NORFOLK HOUSE.

LONDON TRADED OPTIONS

Table listing various options and their prices under the heading 'LONDON TRADED OPTIONS'.

AAH HOLDINGS plc PRELIMINARY RESULTS. Record profits, earnings and dividends in an eventful year. FINANCIAL HIGHLIGHTS: Turnover £1,008m (+15%), Profit before taxation £24.5m (+24%), Earnings per ordinary share 28.3p (+19%), Recommended final dividend per share 6.624p (+15%).

ALPHA STOCKS table listing various stocks and their prices.

BROADWELL Land Plc £18,600,000 SYNDICATED LOAN FACILITY. Phase I Mixed commercial and residential development. Provided by BRITISH & COMMONWEALTH MERCHANT BANK PLC.

Portfolio PLUS NEW Accumulator

From your Portfolio gold card check your right share price movements, on this page only. Add them up to give you your overall total and check against the daily or accumulator dividend figures. If you win or better this figure you have won outright or a share of the daily or weekly prize money stated. If you lose, follow the claim procedure on the back of your card. Always have your card available when claiming. Game rules appear on the back of your card.

Table with columns: No., Company, Group, Gain or Loss. Lists various companies like Lambert Horwath, S & U Stores, Securix, etc.

Please take into account any minus signs

Weekly Dividend Please make a note of your daily totals for the weekly dividend of £8,000 in tomorrow's newspaper.

Table with columns: MON, TUE, WED, THU, FRI, SAT, SUN, Total. Shows weekly dividend breakdown.

BRITISH FUNDS

Table with columns: 1988 High, Low, Company, Price, Change, % P/E. Lists funds like 100% Growth, 100% Income, etc.

FIVE TO FIFTEEN YEARS

Table with columns: 1988 High, Low, Company, Price, Change, % P/E. Lists funds like 100% Growth, 100% Income, etc.

OVER FIFTEEN YEARS

Table with columns: 1988 High, Low, Company, Price, Change, % P/E. Lists funds like 100% Growth, 100% Income, etc.

UNDATED

Table with columns: 1988 High, Low, Company, Price, Change, % P/E. Lists funds like 100% Growth, 100% Income, etc.

INDEX-LINKED

Table with columns: 1988 High, Low, Company, Price, Change, % P/E. Lists funds like 100% Growth, 100% Income, etc.

BANKS, DISCOUNT HP

Table with columns: 1988 High, Low, Company, Price, Change, % P/E. Lists banks like Abbey, Bank of Scotland, etc.

STOCK EXCHANGE PRICES Light selling

ACCOUNT DAYS: Dealings began July 4. Dealings end today. Settlement day July 25. Forward bargains are permitted on two previous business days.

Prices recorded are at market close. Changes are calculated on the previous day's close, but adjustments are made when a stock is ex-dividend. Where one price is quoted, it is a middle price. Changes, yields and price/earnings ratios are based on middle prices. (a) denotes Alpha Stocks. (VOLUMES: PAGE 24).

BREWERIES

Table with columns: 1988 High, Low, Company, Price, Change, % P/E. Lists breweries like Allied-Lyons, Carlsberg, etc.

BUILDING, ROADS

Table with columns: 1988 High, Low, Company, Price, Change, % P/E. Lists building and road companies like Amey, Bovis, etc.

FINANCE, LAND

Table with columns: 1988 High, Low, Company, Price, Change, % P/E. Lists finance and land companies like Anglo Irish, Bank of Ireland, etc.

FINANCIAL TRUSTS

Table with columns: 1988 High, Low, Company, Price, Change, % P/E. Lists financial trusts like Anglo Irish, Bank of Ireland, etc.

FOODS

Table with columns: 1988 High, Low, Company, Price, Change, % P/E. Lists food companies like Asda, Bunnings, etc.

CINEMAS, TV

Table with columns: 1988 High, Low, Company, Price, Change, % P/E. Lists cinema and TV companies like Anglo TV, etc.

DRAPERY, STORES

Table with columns: 1988 High, Low, Company, Price, Change, % P/E. Lists drapery and store companies like Asda, Bunnings, etc.

HOTELS, CATERERS

Table with columns: 1988 High, Low, Company, Price, Change, % P/E. Lists hotels and caterers like Asda, Bunnings, etc.

INDUSTRIALS A-D

Table with columns: 1988 High, Low, Company, Price, Change, % P/E. Lists industrial companies A-D like Anglo, Bank of Ireland, etc.

INDUSTRIALS E-K

Table with columns: 1988 High, Low, Company, Price, Change, % P/E. Lists industrial companies E-K like Anglo, Bank of Ireland, etc.

INDUSTRIALS L-R

Table with columns: 1988 High, Low, Company, Price, Change, % P/E. Lists industrial companies L-R like Anglo, Bank of Ireland, etc.

INDUSTRIALS S-Z

Table with columns: 1988 High, Low, Company, Price, Change, % P/E. Lists industrial companies S-Z like Anglo, Bank of Ireland, etc.

INSURANCE

Table with columns: 1988 High, Low, Company, Price, Change, % P/E. Lists insurance companies like Anglo, Bank of Ireland, etc.

LEISURE

Table with columns: 1988 High, Low, Company, Price, Change, % P/E. Lists leisure companies like Anglo, Bank of Ireland, etc.

MINING

Table with columns: 1988 High, Low, Company, Price, Change, % P/E. Lists mining companies like Anglo, Bank of Ireland, etc.

MOTORS, AIRCRAFT

Table with columns: 1988 High, Low, Company, Price, Change, % P/E. Lists motors and aircraft companies like Anglo, Bank of Ireland, etc.

SHIPPING

Table with columns: 1988 High, Low, Company, Price, Change, % P/E. Lists shipping companies like Anglo, Bank of Ireland, etc.

SHOES, LEATHER

Table with columns: 1988 High, Low, Company, Price, Change, % P/E. Lists shoes and leather companies like Anglo, Bank of Ireland, etc.

TEXTILES

Table with columns: 1988 High, Low, Company, Price, Change, % P/E. Lists textile companies like Anglo, Bank of Ireland, etc.

OILS, GAS

Table with columns: 1988 High, Low, Company, Price, Change, % P/E. Lists oil and gas companies like Anglo, Bank of Ireland, etc.

NEWSPAPERS, PUBLISHERS

Table with columns: 1988 High, Low, Company, Price, Change, % P/E. Lists newspapers and publishers like Anglo, Bank of Ireland, etc.

TOBACCO

Table with columns: 1988 High, Low, Company, Price, Change, % P/E. Lists tobacco companies like Anglo, Bank of Ireland, etc.

Portfolio PLUS NEW Accumulator DAILY DIVIDEND £4,000 CLAIMS REQUIRED FOR 46 POINTS ACCUMULATOR £122,000 CLAIMS BETTER THAN 46 POINTS CLAIMANTS SHOULD RING 0254-53272

OVERSEAS TRADERS

Table with columns: 1988 High, Low, Company, Price, Change, % P/E. Lists overseas traders like Anglo, Bank of Ireland, etc.

PAPER, PRINT, ADVERTISING

Table with columns: 1988 High, Low, Company, Price, Change, % P/E. Lists paper, print, and advertising companies like Anglo, Bank of Ireland, etc.

PROPERTY

Table with columns: 1988 High, Low, Company, Price, Change, % P/E. Lists property companies like Anglo, Bank of Ireland, etc.

PROPERTY

Table with columns: 1988 High, Low, Company, Price, Change, % P/E. Lists property companies like Anglo, Bank of Ireland, etc.

PROPERTY

Table with columns: 1988 High, Low, Company, Price, Change, % P/E. Lists property companies like Anglo, Bank of Ireland, etc.

PROPERTY

Table with columns: 1988 High, Low, Company, Price, Change, % P/E. Lists property companies like Anglo, Bank of Ireland, etc.

PROPERTY

Table with columns: 1988 High, Low, Company, Price, Change, % P/E. Lists property companies like Anglo, Bank of Ireland, etc.

Ex dividend Ex alt b Forecast dividend a interim payment passed f Pro-merger figures e Forecast earnings c Ex cover f Ex rights g Ex up or share split i Tax-free No significant data.

THE TIMES UNIT TRUST INFORMATION SERVICE

Main table containing various unit trust information, including columns for 'Unit Trust Name', 'Bid', 'Offer', 'Change', and 'Ytd'. It is organized into multiple columns and includes sub-sections like 'EQUITY & LAW', 'BANKING & FINANCE', 'GENERAL INVESTMENT', etc.

UNITED SECURITIES

Table of United Securities with columns for 'High', 'Low', 'Company', 'Bid', 'Offer', 'Change', 'Ytd', 'P/E', and 'Div'. It lists various companies and their stock prices.

INVESTMENT TRUSTS

Table of Investment Trusts with columns for 'Trust Name', 'Bid', 'Offer', 'Change', and 'Ytd'. It lists various investment trusts and their performance.

FOREIGN EXCHANGES

Table of Foreign Exchanges with columns for 'Country', 'Rate', and 'Change'. It shows exchange rates for various countries.

DOLLAR SPOT RATES

Table of Dollar Spot Rates with columns for 'Country', 'Rate', and 'Change'. It shows spot rates for various countries.

MONEY MARKETS

Table of Money Markets with columns for 'Instrument', 'Rate', and 'Change'. It shows rates for various money market instruments.

GOLD

Table of Gold prices with columns for 'Price', 'Change', and 'Unit'. It shows gold prices in different units.

COMMODITIES

Table of Commodities with columns for 'Commodity', 'Price', and 'Change'. It shows prices for various commodities.

LONDON FINANCIAL FUTURES

Table of London Financial Futures with columns for 'Contract', 'Price', and 'Change'. It shows prices for various financial futures contracts.

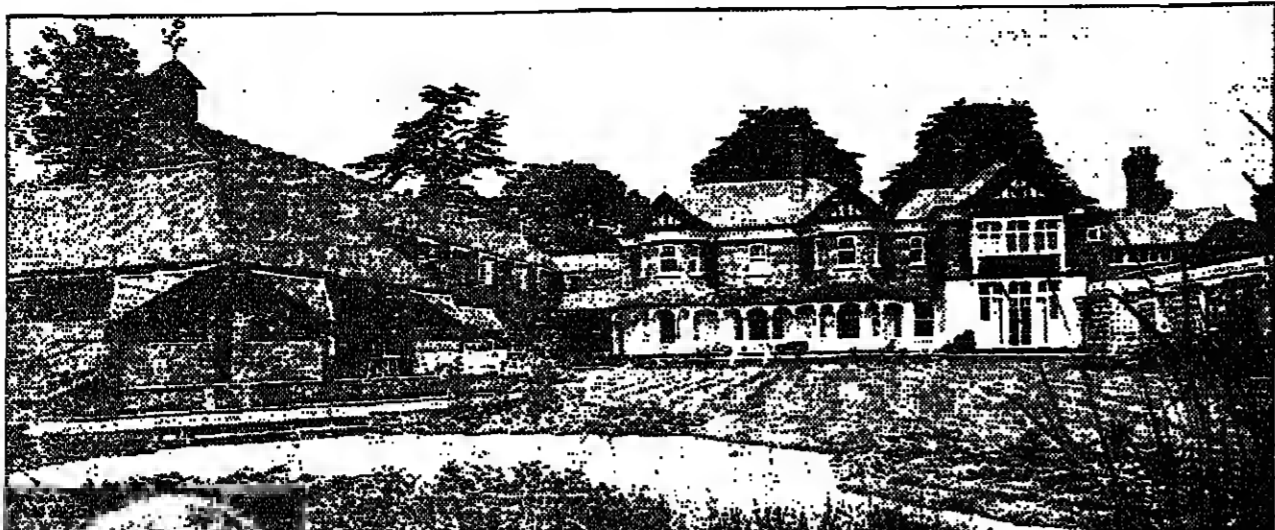
COMMODITIES

Table of Commodities with columns for 'Commodity', 'Price', and 'Change'. It shows prices for various commodities.

Handwritten signature or mark at the bottom of the page.

BRITISH CHIEF EXECUTIVES

(FOCUS)



Challengers for trade

Firms snap up the Enterprise aid package

Top: the Institute of Marketing's headquarters in Cookham, Berkshire, and John Strafford taking a training session.

Above: Tony McBurnie, director-general of the IM.

'The best £25 I've ever spent'
Owner-managers of small companies are notoriously sceptical about business training programmes. However, they have given a thumbs up to a series of marketing awareness workshops initiated by the Department of Employment as part of its Action for Jobs campaign last year. These were jointly sponsored by the Institute of Marketing, the Training Commission (formerly Manpower Services Commission) and Lloyds Bank.

The chief executive is in the driving seat to company success. He sets the culture and defines the business strategy to meet the challenge of the 1990s

Chief executives are the main target of a drive being spearheaded by the Institute of Marketing to help British companies prepare for the challenges of the 1990s. "Never has the chief executive's involvement in marketing been more crucial to a company's prosperity," says Tony McBurnie, the IM's director-general. "We see our responsibility as that of marketing attitudes; and of becoming a catalyst for culture change."

'Marketing is an attitude that accepts there is no business until a consumer buys'

slimmer, fitter companies which have survived the recession now look to effective marketing for future growth," says Mr McBurnie, who was managing director of United Glass before becoming director-general of the institute in 1984. "Being marketing orientated is an attitude of mind which accepts that there is no business until a consumer buys, and therefore the whole operation of the company has to be geared towards achieving this."



Three of the new IM Fellows who are promoting a wider awareness of marketing: Sir Patrick Meaney, left, chairman of the Rank Organization, Sir Adrian Cadbury, centre, of Cadbury Schweppes, and Sir Edwin Nixon of IBM

Previously, the institute had concentrated most of its energies at middle management level. The factor which made it decide to tackle the top layer was the realization that many boardrooms were lacking professional marketing expertise.

Interest was sufficient to justify the IM commissioning research from Warwick University into the changing role of the British chief executive. The results, published earlier this year, showed that despite the increasing recognition of marketing the boards of more than half of the leading companies included in *The Times 1,000* did not have a director responsible for marketing, though the majority, 89 per cent, had a finance director.

Interest was sufficient to justify the IM commissioning research from Warwick University into the changing role of the British chief executive. The results, published earlier this year, showed that despite the increasing recognition of marketing the boards of more than half of the leading companies included in *The Times 1,000* did not have a director responsible for marketing, though the majority, 89 per cent, had a finance director.

Evidence that small and medium-sized businesses are as interested in improving marketing expertise as bigger companies is demonstrated by the popularity of the marketing section of the Government's new Enterprise package. This encourages firms employing up to 500 people to improve performance by using external consultants. Demand for marketing assistance which the Department of Trade and Industry first offered under the title of "Support for Marketing" was four times greater than expected.

four business schools: Cranfield Institute of Technology, Warwick University, Salford University Business Services or Strathclyde University which it has appointed as regional sub-contractors. All four have worked on the programme since 1986 and have built up extensive experience as a result. They in turn appoint a consultancy firm which must satisfy two requirements. First, the practice must have been established for at least two years. Second, it must provide four satisfactory business references for work undertaken on its own account.



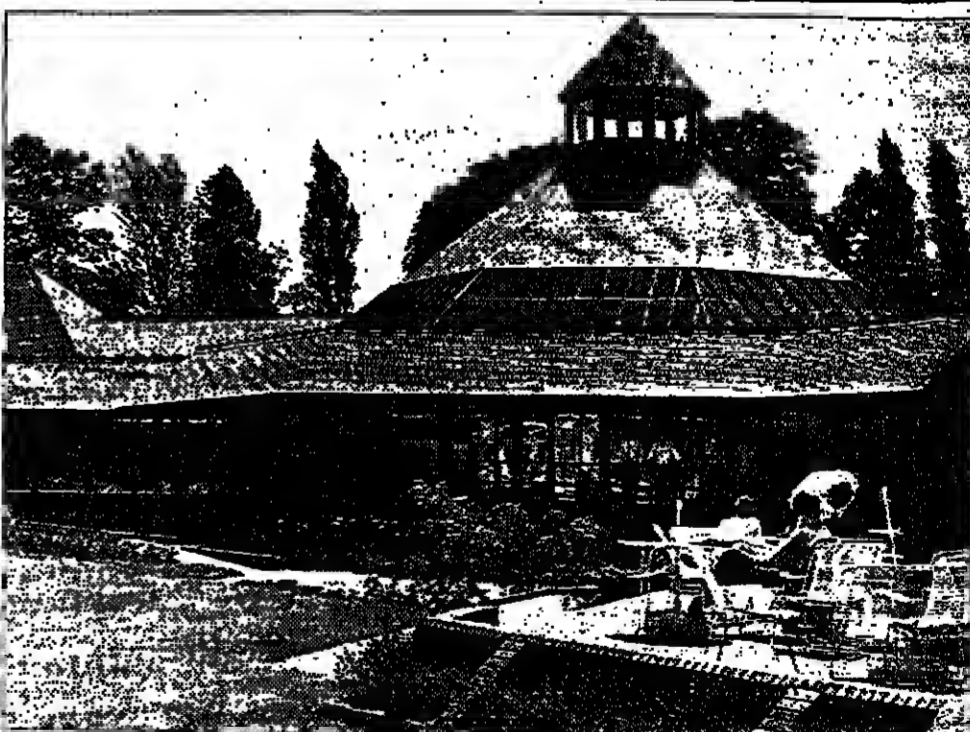
Watching brief: the studio control room at the Cookham HQ

Design Council, the Production and Engineering Research Association and 3i Enterprise Support. All initial enquiries are channelled through the DTI which then arranges for senior industrialists employed as "enterprise counsellors" to visit the firm. These spend up to two days carrying out a business review with the firm to help identify which part of the scheme would be most useful for the firm's particular needs. They will also make a follow-up check once the work has been completed. Once a counsellor recommends help with a marketing project, the IM contacts one of focused "the minds and energy of senior staff on key markets". For Racom it helped review market opportunities and prepare a strategic marketing plan.

'Response to the institute's initiatives have been very encouraging'

every six months included the impact of marketing on jobs, on national economic prosperity and share of world trade. Discussions have taken place with the Foreign and Commonwealth Office to see whether senior industrialists among the institute's 4,000 overseas members could be employed to help improve export intelligence. Mr McBurnie is very encouraged by the response which top executives are giving to the institute's initiatives. "We quickly found we were pushing at an open door," he says.

The making of Britain's new young marketeers



Relaxing: between sessions there are nine acres of grounds close to the Thames to enjoy

The Institute of Marketing

Marketing means Business

IM Register of Marketing Consultants

The Institute of Marketing's Register of Marketing Consultants has been formed to provide a much needed and authoritative source of practical assistance to British Industry.

There are close to 500 approved marketing consultancy companies on the Register whose breadth of experience encompasses the entire industrial sector.

Our scheme enables any company to approach us with their marketing problem and acting in complete confidence, we nominate up to three companies on the Register which, in our opinion, are most likely to meet a particular client's individual needs.

If you think a marketing consultancy could help your company please complete and send the coupon requesting our leaflet to: IM Register of Marketing Consultants, Institute of Marketing, Moor Hall, Cookham, Berks. SL6 9QH, or telephone Bourne End (062 85) 24922.

Please send me a copy of your leaflet 'Consult a Marketing Professional'

Name _____

Company _____

Address _____

Having had an examination syllabus since 1928, the Institute of Marketing has always regarded education as important to maintaining professional marketing standards.

The most recent development has been in schools, where for the past two years it has been providing a Foundation Certificate to pupils at two schools in the London Borough of Hillingdon.

Eventually, it hopes to get marketing established as an A-level subject in the national school curriculum. It sees this as not only offering advantages for future employers but in giving young people themselves a valuable "life skill".

In 1980, the decision was made that all entrants must hold the institute's Diploma in Marketing, Certificate in Marketing, Certificate in Sales Management or an equivalent.

At that time, about 75 per cent of the members had a marketing or academic qualification. Today, the proportion is nearer 90 per cent.

The number of students who register with the institute

Diploma chief: Bill Betts has shown a steady rise each year. In 1987/88 there were 7,210 registrations, an increase of 12 per cent on the previous year.

Seen as particularly significant has been a big increase in the number of business degree students, many of whom will be future industry leaders, who are enrolling for the diploma. This year there were 1,063, compared with 220 three years ago.

Bill Betts, the manager of diploma studies at the institute, says there are three reasons why students enroll: first, because the courses are specifically orientated towards marketing and recognized as such by employers; second, because they wish to gain marketing knowledge; and third, to enable them to become a member of the institute. A survey of members showed that 75 per cent consider membership enhances personal status.

Education courses for the certificate and diploma are offered by business colleges, polytechnics, higher educational establishments and by correspondence colleges.

As part of a decision to encourage stronger links with academia, the institute has not only formed a special interest group of 300 professional educationalists but set up a register of part-time lecturers.

These have been drawn from marketing practitioners from various parts of the country to provide a pool of suitable practitioners prepared to teach on IM courses when the need arises.

The educational qualifications of Britain's chief executives

AGE	DEGREE	POSTGRADS	PROFESSIONAL	HND	NOS
under 35	67%	33%	0%	33%	3
35-44	63%	31%	35%	9%	80
45-54	51%	21%	46%	8%	170
55-65	54%	18%	59%	13%	97
65+	35%	17%	50%	0%	6
TOTAL	54%	22%	47%	10%	356

Source: study by Warwick University commissioned by the Institute of Marketing

Training for Europe

Since 1971, the Institute of Marketing has run its own 80-bed residential training college at its headquarters in Cookham, Berkshire. This offers a wide range of short intensive courses to both marketing and non-marketing personnel.

Demand has risen steadily and last year more than 8,500 delegates attended, an increase of six per cent on the previous year.

Courses are designed for all levels of management and recent years have seen a growing emphasis on those provided for leading executives. The longest of these is the two-week strategic marketing management course, held at Templeton College, Oxford, in August. It is intended for experienced executives who have learnt the European habit of blocking out chunks of time throughout the year for personal training.

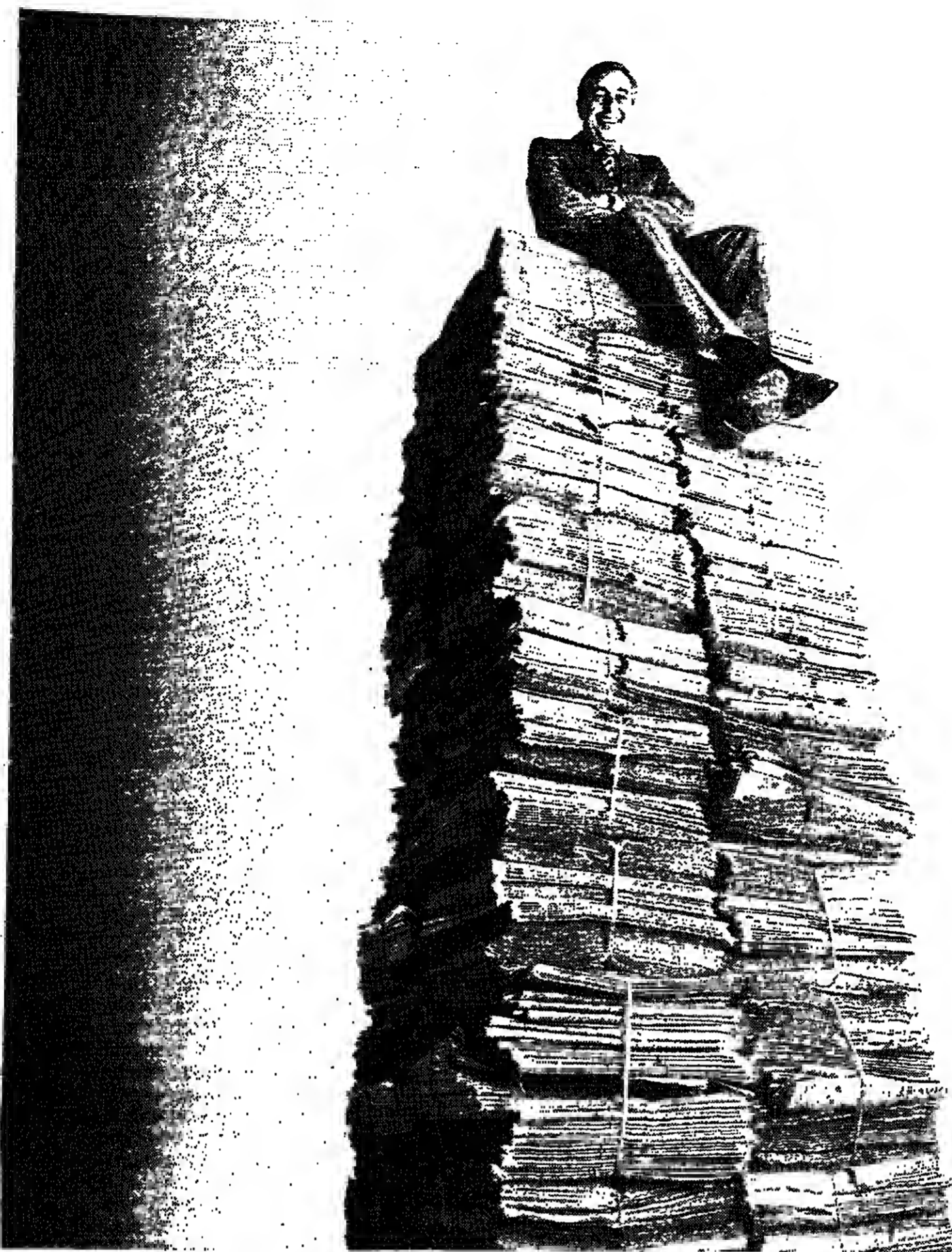
Two more recent courses for senior executives are a three-day senior programme held in association with Warwick University, "Marketing for Directors and Senior Managers", and a two-day workshop held in association with the Cranfield School of Management, "Marketing Directors Workshop".

Another growth area has been in courses designed to meet the requirements of a particular company. John Flynn, manager of marketing development at ICL, is one user of this service. He says: "We value the institute's guidance in maintaining overall professional standards and its advice in helping us to design a comprehensive internal marketing development programme which involves about 700 people and an annual budget of more than £1 million."

Preparation for the single European market in 1992 is likely to strengthen future demand for international marketing training. "The single market will make Europe a tougher market for UK companies," warns Tony McBurnie, the IM's director general. "They will need to develop a readiness to adapt a fast-changing market environment and very aggressive international competitors."

'We value the IM's guidance'

40
I elect
progres
pres be g
vicir
right
lost
unc
ange
emer
hous
com
teley
plair
face
By
incic
ceash
whis
the
arnc
mon
sett
T led
the e
first
being
c sack
elect
choik
one
Hous
dum
T elimi
Oves
contr
Sept
that
club
been
tivid
odds
defer
E attac
backe
ermm
as th
leade
winni
those
and t
blam
the p
and
lower
polic
finan
P.W.I
with
to wo
M lunch
Curio
repet
MPs.
Soun
right
grill
h recent
claim
cover
during
that fi
NI
VC
I those
able
feel
of
Minist
Stew
Trans
long-s
Cabin
both
I have
I given
by col
while
I would
privat
welcor
Donal
be loo
first ru
the w
made
65 and
next el
would
the fir
be wil
Folk
Secrets
wheth
claims
retary,
shoot
horror
meetin
would
I would



“OUR PAPER WORK WAS GETTING ON TOP OF US BEFORE WE TOOK THE INITIATIVE.”

For a small Cornish newspaper publishing company expansion looked easy on paper. But in reality the St. Ives Printing and Publishing Company* soon had too much on their plates.

As the company became more successful, maintaining concise and accurate financial records became something of a handful.

They even started to turn work away.

As the paperwork built up, the company turned to their local DTI office for advice.

In turn DTI put them in touch with a consultant, who recommended a computerised information system. This streamlined their accountancy, increased productivity and allowed proprietor Toni Carver more time to develop his products.

Under the newly-launched Financial and Information Systems Initiative, the DTI will pay 50% of the costs of between 5 and 15 man-days of consultancy. In Assisted Areas and Urban Programme Areas DTI will pay two-thirds of the cost.

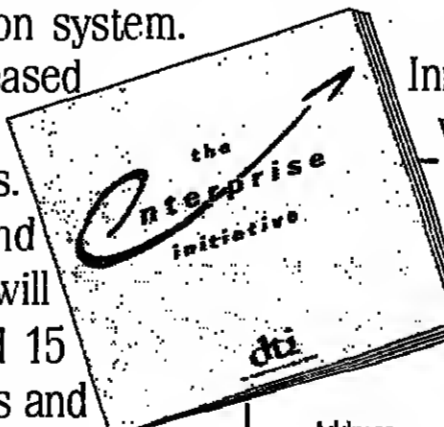
It can cover expert advice on budget control, accountancy records, office automation and the use

of external data services. And it's available to service and manufacturing businesses that are independent or part of a group with under 500 employees.

It is one of a number of areas where consultancy help is on offer under the Enterprise Initiative. Other forms of help range from Regional Assistance to Exports.

To find out more about the Financial and Information Systems Initiative and how the Enterprise Initiative can help your business, call us free on 0800 500 200 or fill in the coupon.

We'll send you a copy of the Enterprise Initiative Booklet. A little welcome paperwork for a change.



Post to: Enterprise Initiative, FREEPOST BS3333, Bristol BS1 6CZ, TTIG

Name _____

Position _____

Name of Firm _____

Address _____

County _____ Postcode _____

Tel: _____ No. of employees _____ the department for Enterprise

Is your business primarily involved in: Construction Manufacturing Service

*This firm has no connection whatsoever with St. Ives Group plc.

YOUR OWN BUSINESS

Mr Langston's baby

By Ian A. Jack
To American David Langston, Blue Ridge Care means two things - the mountains in the United States where he spent many happy hours hiking, and the £20 million-plus a year turnover business he created in County Durham's former steel town of Consett.

The business began with a desk and a chair in an accountant's office. Now, four years later, it operates from a 78,000 sq ft factory and churns out well over a million disposable nappies a day.

Mr Langston chose the name Blue Ridge Care for his business dream baby partly for personal reasons and partly to symbolize a caring organization.

With equal care he prospected the disposable nappy market in this country and found that

"Britain was so under-penetrated as not to be believed" with a usage of barely 12 per cent.

He made his discovery when, as international vice-president of a US textile firm, he surveyed the feasibility of a nappy plant in Europe. The firm abandoned the idea and Mr Langston made his big decision. "I shed the corporate tie and decided on a one-man go at entrepreneurship," he recalls.

He looked at Corby, Telford and Consett for sites. Consett won because of available labour, grants and a "wonderful relationship" which grew up with the Derwent-side Development Agency. "I saw the North-East was not an industrial wasteland," he says.

That was in 1984, and today Mr Langston, aged 45, and Blue Ridge Care vie with the largest producers in the struggle for market share. Barely a dozen miles away in Gateshead is Swaddlers, another manufacturer of disposable nappies. And with market leaders Proctor and Gamble in Newcastle, the North-East can claim to be Britain's main centre for the disposable nappy industry.

Mr Langston's first move was to raise well over £2 million in venture capital - from Lazards Development Capital Group and the British Technology Group "who came with me when I was starting from flat nothing".

Desk and chair gave way to a builder's cabin and a kettle, and then, finally, a 27,000 sq ft factory and a one-shift line of 30 people.

The products went to big store groups as "own label" brands, though the firm now also markets its own Tendercare range.

Two years after launch, the firm outgrew its factory and swapped with a neighbour to provide the present 78,000 sq ft of floorspace. Production rolls for 160 hours a week as he grasps 10 per cent of the market, and aims for more.

Extra financing for the expansion has come from Lazards and CIN, the venture capital arm of the British Coal Pensions Fund.

The company is one of the three top disposable nappy producers with former steelworkers on the payroll (195), and Mr Langston is proud of his workforce. "These are the wonderful people who make it happen," he says.



Proud baby-business father: David Langston and one of his workers

Help for women entrepreneurs

The Equal Opportunities Commission has formed a working party to help women to start their own businesses. Joanna Foster, the EOC chairman, told the Women's Enterprise Development Agency (Weda) this week. The announcement follows the second of two conferences held by the EOC for delegates including officials of central and local government, bank staff and enterprise agency workers, whose recommendations will be incorporated in an EOC advisory document next year, writes Sally Wain.

Merryn Wells, the EOC consumer affairs officer, said people "at the sharp" end needed support in helping women to get serious attention and to raise finance. "Many rely on self-financing or on help from the community instead of going to a proper institution, so they start in a smaller way. Women's businesses are falling because of under-financing," Minney intended by the European Social Fund for women entrepreneurs is not getting through to them.

The EOC hopes to mount an annual conference for advisers and to produce an advisory paper for potential women entrepreneurs, in cooperation with other organizations such as the Government's small firms' service and Weda, which in its first year has branches at Birmingham, Redditch and Norwich, and plans links to Manchester, Liverpool, Coventry, Gloucester and elsewhere in the coming year.

The cash needed for 1989 is £80,000, and organizations are invited to join Weda's sponsors, including the Department of Employment, the National Westminster Bank, BP and Shell.

St Quintin expects the market to remain relatively tight over the next few months with few major transactions taking place because of the shortage of large prime quality building available for immediate occupation.

Where such transactions do take

COMMERCIAL PROPERTY

New office rents reflect shortage

There is still an acute shortage of high quality air-conditioned space in the City of London, even though since January the overall amount of available space has started to rise from a recent low of 1.25 million sq ft, says St Quintin, the chartered surveyors, in its latest report, *Property Commentary and Market Overview*.

Cris Tollast, a London office partner, says that a significant part of the stock becoming available is either short-term space which occupiers are sub-letting as surplus accommodation, or second-hand space for which high premiums are being asked, and

place. St Quintin expects to see exceptional rents of more than £55 a sq ft in the prime banking area, but overall anticipates rents will stabilize, prime rents remaining in the region of £50 a sq ft.

The firm also notes a rising demand for decentralized offices, with rentals up in the past nine months by to 30 per cent because of the triple factors of a buoyant economy, restrictive planning and strong demand.

These dramatic increases are not just confined to the South-East, as rents in provincial centres throughout the country have followed suit. Bristol, which in the past has suffered from an over supply, is now drastically under supplied. As a result, rents well above £12 a sq ft have been achieved, and St Quintin paints a similar picture in other centres, including Birmingham, Manchester and Southampton.

"At present there seems little prospect that this level of demand for high quality office space will diminish in the foreseeable future," the firm says.

Anticipating that the high rental levels in central London may force companies to consider relocation, St Quintin concludes: "Even if only a small percentage of these companies do look to relocate, the pressure on the decentralized market will be enormous."

By Christopher Warman
Property Correspondent

MR FRIDAY



"Take my word... paying small businesses on time is No 1 priority!"

BUSINESS TO BUSINESS

COMMERCIAL PROPERTY



FOR SALE

SUPERB PROPERTY IN SOHO

THE ROUNDHOUSE

83-85 WARDOUR STREET, LONDON W1

EXCEPTIONAL FREEHOLD, CORNER PROPERTY OFFERED FOR SALE WITH FULL VACANT POSSESSION. THREE FLOORS AND BASEMENT WITH CURRENT PLANNING USE AS A PUBLIC HOUSE

Price: £2.4 million

Contact Mr Barca - Telephone: 01-580 4833

HAMPSTEAD NW3

NEW OFFICE BUILDING FREEHOLD FOR SALE

4650 Sq. Ft.
Forecourt parking 5 spaces.
Guide Price: £1.4 Million +
Contact: CJM



RARE LEISURE DEVELOPMENT OPPORTUNITY

Site area approx. 10,484 sq.ft.
THE WORLDS END, CAMDEN TOWN, N.W.1
Scope for Pub/Cafe Bar/Restaurant/Nightclub/Wine Bar. Also shops and Residential or Hotel. Also Three Substantial FREE HOUSES
THE GEORGE, ISLINGTON, N.1
THE HOPE & ANCHOR, ISLINGTON, N.1
THE NELSON, WOOD GREEN, N.22
FOR SALE BY FORMAL TENDER

Joint Sole Agents
FLEURETS Rel. MS/HGS/BJG 01 636 8992
DEBENHAM TEWSON & CHINNOCKS Rel. AL/RAS 01 408 1161

Unusual, Unique and Striking Character Residence, set in the fertile Towy Valley - excellent and easy access off A44 Motorway at Cross Hands

GLYNCOED, DRYSLWYN, N. CARMARTHEN, WEST WALES

Reputedly built for Elizabeth Taylor and Richard Burton, with many interesting features and lavishly appointed throughout, in landscaped grounds of 2 acres. Indoor heated swimming pool, jacuzzi, sauna cabin. Accommodation: fully centrally-heated, with reception hall, lounge, TV lounge, games room with cocktail bar, dining room, library, fully fitted kitchen, 4/5 bedrooms, 1 en suite with luxury bathroom, 2 dressing rooms, separate bedrooms, own bathroom. Grounds of 2 acres plus 3-acre pony paddock.

PRICE: £250,000
Ref. CR/881
EVANS BROS.



Estate Agents
Auctioneers & Valuers
(Established 1888)
8 Barn Road, Capital Square, Carmarthen, Dyfed SA31 1DE
Tel: Carmarthen (0287) 228811 and 02771

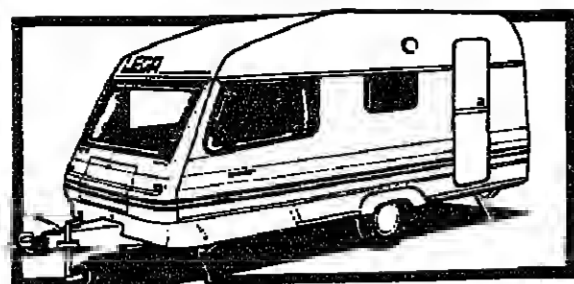
ADDISON PROPERTIES

London 802 8236
Or 802 8346

Specializing in sales of residential/commercial developments. Further properties require an enquiry based on the success of confidence.
NO EISA, WYI £1,650,000
WYI £1,650,000, WYI £1,650,000
WYI £1,650,000, WYI £1,650,000
FOR FULL DETAILS CONTACT
ADDISON PROPERTIES

REYFORD, SALFORD IN 400
CARRINGTON, GREAT WYKE
2200 DRY. TEL: 0282 671411

GENERAL



LEDA

GOING PLACES... WITH FLAIR

Avondale Coachcraft Ltd. Carlyon Road, Atherstone, Warwickshire, CV9 1JE. Telephone: Atherstone (0827) 715231.

Lex Brooklands VOLVO ESTATES... VOLVO SALOONS... HONDA

NEW HONDA CARS CIVICS, PRELUDES, ACCORDS AND LEGENDS... E 1988 GRANADA SCORPIO 4x4

FORD SIERRA COSWORTH RS 500... TOP DISCOUNTS ANY MAKE SUPPLIED

SPORTS CARS AND ACCESSORIES

MARANELLO 1988 (D) STATION TURBO... 1988 (D) STATION TURBO... 1988 (D) STATION TURBO

1988 E REG LOTUS ESPRIT TURBO... 1988 E REG LOTUS ESPRIT TURBO

PORSCHE 959 ALFA SPIDERS... ROLLS ROYCE SHADOW CONVERTIBLE 1968

CITROEN

FOR ALL YOUR CITROEN CX25 REQUIREMENTS... UNBEATABLE DEALS ON ANY NEW CITROEN

1988 CITROEN CX 25 DTR Turbo Salari... VOLKSWAGEN UNICARS

GOLF GTI 16V 1987... B.M.W. 730 SE NEW MODEL

Motoring by Clifford Webb

Citroen stays lively on its tows



Powerful combination: The CX 25 DTR Turbo 2 with the Avondale Leda Cheviot caravan.

The suitability of diesel cars for towing has been appreciated by caravaners for many years. Their ability to slog along at low revs without stress, cover more miles per gallon on a fuel cheaper than petrol, and their long engine life, are much sought after qualities.

Other features include tinted double-glazed windows, toilet compartment which doubles as a shower, hot and cold water on tap, refrigerator which works on bottled gas, battery or mains, a heater, gas hob with grill and oven and a kitchen sink with fold-down covers to create more working space.

There are two tables - a small one which clips on to a sliding bar under the rear window and a large, free-standing table for use both inside and outdoors. It stows away in the toilet compartment.

The electrical system includes facilities for charging the van's battery with the car generator on tow, or from mains on site.

With one exception we used sites administered by the Caravan Club, whose headquarters are at East Grinstead House, East Grinstead, West Sussex, RH19 1UA. The sites are spotless and vandal-free.

HONDA

FORD Sierra 4x4, D registration... GRANADA SCORPIO

B.M.W. AUTHORISED DEALERS

Prophets of Carols

B.M.W. 735i SE

B.M.W. 325i CONVERTIBLE

B.M.W. 525 E

B.M.W. 535i SE

NEW HONDA CARS

FORD SIERRA COSWORTH RS 500

B.M.W. 730 SE NEW MODEL

Prophets of Carols

B.M.W. 735i SE

B.M.W. 325i CONVERTIBLE

B.M.W. 525 E

B.M.W. 535i SE

FORD SIERRA COSWORTH RS 500

B.M.W. 730 SE NEW MODEL

Prophets of Carols

B.M.W. 735i SE

B.M.W. 325i CONVERTIBLE

B.M.W. 525 E

B.M.W. 535i SE

B.M.W. 535i SE

MARANELLO

1988 E REG LOTUS ESPRIT TURBO

PORSCHE 959 ALFA SPIDERS

CITROEN

FOR ALL YOUR CITROEN CX25 REQUIREMENTS

1988 CITROEN CX 25 DTR Turbo Salari

GOLF GTI 16V 1987

B.M.W. 730 SE NEW MODEL

730i Auto

NEW BMW 535 SE

NEW 320i

UNICARS

VOLKSWAGEN

GOLF GTI 16V

GOLF GTI 16V

GOLF GTI 16V

Citroen stays lively on its tows

The suitability of diesel cars for towing has been appreciated by caravaners for many years. Their ability to slog along at low revs without stress, cover more miles per gallon on a fuel cheaper than petrol, and their long engine life, are much sought after qualities.

Other features include tinted double-glazed windows, toilet compartment which doubles as a shower, hot and cold water on tap, refrigerator which works on bottled gas, battery or mains, a heater, gas hob with grill and oven and a kitchen sink with fold-down covers to create more working space.

There are two tables - a small one which clips on to a sliding bar under the rear window and a large, free-standing table for use both inside and outdoors. It stows away in the toilet compartment.

The electrical system includes facilities for charging the van's battery with the car generator on tow, or from mains on site.

With one exception we used sites administered by the Caravan Club, whose headquarters are at East Grinstead House, East Grinstead, West Sussex, RH19 1UA. The sites are spotless and vandal-free.

JAGUAR & DAIMLER AUTHORISED DEALERS

JAGUAR MAIN DEALERS

1983 (A) Jaguar XJ6 4.2 in Cobalt Blue with deerskin interior air conditioning etc, £7,500.00

1986 SPIRIT C in dark blue, magna plus trim, 25,000 miles, FSH, sunroof, air conditioning, etc, £5,000.00

1987 3.6 Sovereign White with Isis blue leather trim, self levelling suspension and sun roof, £2,500.00

1988 JAGUAR SOVEREIGN White, 8,000 miles, air conditioning, etc, £2,500.00

1987 3.6 Sovereign White with Isis blue leather trim, self levelling suspension and sun roof, £2,500.00

1988 JAGUAR SOVEREIGN White, 8,000 miles, air conditioning, etc, £2,500.00

1987 3.6 Sovereign White with Isis blue leather trim, self levelling suspension and sun roof, £2,500.00

1988 JAGUAR SOVEREIGN White, 8,000 miles, air conditioning, etc, £2,500.00

MERCEDES-BENZ AUTHORISED DEALERS

MERCEDES-BENZ

1983 (A) Jaguar XJ6 4.2 in Cobalt Blue with deerskin interior air conditioning etc, £7,500.00

1986 SPIRIT C in dark blue, magna plus trim, 25,000 miles, FSH, sunroof, air conditioning, etc, £5,000.00

1987 3.6 Sovereign White with Isis blue leather trim, self levelling suspension and sun roof, £2,500.00

1988 JAGUAR SOVEREIGN White, 8,000 miles, air conditioning, etc, £2,500.00

1987 3.6 Sovereign White with Isis blue leather trim, self levelling suspension and sun roof, £2,500.00

1988 JAGUAR SOVEREIGN White, 8,000 miles, air conditioning, etc, £2,500.00

1987 3.6 Sovereign White with Isis blue leather trim, self levelling suspension and sun roof, £2,500.00

1988 JAGUAR SOVEREIGN White, 8,000 miles, air conditioning, etc, £2,500.00

1987 3.6 Sovereign White with Isis blue leather trim, self levelling suspension and sun roof, £2,500.00

1988 JAGUAR SOVEREIGN White, 8,000 miles, air conditioning, etc, £2,500.00

MERCEDES-BENZ

190 AUTO 1988 C, Burgundy, 12,000 miles, Silver/black leather, air con... £25,950

380 SEL 1984 Air, ABS, E/Seat, B/Mexico etc. Immaculate, FSH £15,750

500 SEL 1984 (A). Low mileage (29,000 miles). Excellent condition...

MERCEDES BENZ 190 Diesel Reg. Sept 1985 44,000 miles, silver metallic, electric air...

450 SL AUTO 1978. Black. Recent new engine, all usual refinements...

190 E AUTO 1984 'A'. LHD. Cream, electric s/f, windows. Red/case, fully bodied styling kit...

280SE 1985 in nautic blue with beige trim, full MB service history...

380 E 1986, C. Smoke silver, 42,000 miles. CD windows, 21.000 miles...

380 SE 1986 Arctic white, grey interior, 20,000 miles...

380 SE 1986 CD with ABS, 20,000 miles, full MB service history...

380 SE 1986, C. Smoke silver, 42,000 miles. CD windows, 21.000 miles...

MERCEDES 230E Auto 85 C year, 20,000 miles, CD windows, 21.000 miles...

MERCEDES 190 Auto, 1985, white, 38,000 miles, CD windows, 21.000 miles...

MERCEDES 190E 2.3, 1987, E reg. white, auto, ABS, 22,000 miles...

MERCEDES 300 SE, 1986 (C), 20,000 miles, CD windows, 21.000 miles...

MERCEDES 190E 2.3, 1987, E reg. white, auto, ABS, 22,000 miles...

MERCEDES 300 SE, 1986 (C), 20,000 miles, CD windows, 21.000 miles...

C Reg. 420 SE, 19,000 miles, Silver/black leather, air con... £25,950

1984 Air, ABS, E/Seat, B/Mexico etc. Immaculate, FSH £15,750

1984 (A). Low mileage (29,000 miles). Excellent condition...

Reg. Sept 1985 44,000 miles, silver metallic, electric air...

1978. Black. Recent new engine, all usual refinements...

1984 'A'. LHD. Cream, electric s/f, windows. Red/case, fully bodied styling kit...

1985 in nautic blue with beige trim, full MB service history...

1986, C. Smoke silver, 42,000 miles. CD windows, 21.000 miles...

1986 Arctic white, grey interior, 20,000 miles...

1986 CD with ABS, 20,000 miles, full MB service history...

1986, C. Smoke silver, 42,000 miles. CD windows, 21.000 miles...

1986 Arctic white, grey interior, 20,000 miles...

1986 CD with ABS, 20,000 miles, full MB service history...

1986, C. Smoke silver, 42,000 miles. CD windows, 21.000 miles...

1986 Arctic white, grey interior, 20,000 miles...

1986 CD with ABS, 20,000 miles, full MB service history...

1986, C. Smoke silver, 42,000 miles. CD windows, 21.000 miles...

LONDON ROAD GARAGE (ROMFORD) LTD Mercedes Benz Main Dealers

CAR & MOBILE PHONES

HANDS FREE CELLULAR PHONE ALL NEW EQUIPMENT

LICENSED CREDIT BROKER NEC 114 ETACS MOBILE PHONE with hands free

MOTORS LEASING

CARBLOCK LTD OUR OWN CONTRACT HIRE SCHEME, FOR THE BUSINESS AND FLEET USER.

goldleaf financial services P.O. Box 262, Kingston-upon-Thames, KT2 5HP

VEHICLE LEASING NEW CARS Any make, any model!

IMMEDIATE TELEPHONE QUOTATIONS 201-5414639 Lines Open 24 Hours

MOTALEASE THE CONTRACT HIRE LEASE PURCHASE

TOYOTA PERFORMANCE CARS

PERFORMANCE CARS

THE ULTIMATE 4WD PERFORMANCE CAR

MODENA ENGINEERING

GUYSALMON SPECIALIST CARS

COSWORTH SIERRA

THE LEYHAMS GROUP OFFER

ASTON MARTIN 1984 V8

LOTUS ESPRIT

1988 FERRARI TESTAROSSA

ZAGATO

THE RED FLYER

PERFORMANCE CARS

THE ULTIMATE 4WD PERFORMANCE CAR

MODENA ENGINEERING

GUYSALMON SPECIALIST CARS

COSWORTH SIERRA

THE LEYHAMS GROUP OFFER

ASTON MARTIN 1984 V8

LOTUS ESPRIT

1988 FERRARI TESTAROSSA

ZAGATO

THE RED FLYER

PERFORMANCE CARS

THE ULTIMATE 4WD PERFORMANCE CAR

MODENA ENGINEERING

GUYSALMON SPECIALIST CARS

COSWORTH SIERRA

THE LEYHAMS GROUP OFFER

ASTON MARTIN 1984 V8

LOTUS ESPRIT

1988 FERRARI TESTAROSSA

ZAGATO

THE RED FLYER

Law Report July 15 1988 House of Lords

Apportionment of contribution

Fitzgerald v Lane and Another Before Lord Bridge of Harwich, Lord Brandon of Oakbrook, Lord Templeman, Lord Ackner and Lord Oliver of Aylmerton

No injunction without cross-undertaking

Rochdale Borough Council v Anders Before Mr Justice Caulfield [Judgment May 23]

Tumultuous assembly is described

D. H. Edmonds Ltd v East Sussex Police Authority Where 'tumultuously' was applied to an assembly of persons, that assembly should be of considerable size and should be an excited and emotionally aroused assembly...

SUMMER LEISURE

HOBBIES & PASTIMES ARE YOU LOOKING FOR - Purlins, Dicks & Todd Bar Kits ready to sew

EMBROIDERY & SMALL FRAME SPECIALIST

3-6 fold greeting card blanks, Small frames, paperweights & trinket boxes

MAKE REAL POTTERY AT HOME

With the exciting new pottery 'discovery' kit, you can make your own pottery in your own home

GREEN MEADOW BOOKS

Kinoulton, North, NG12 3BN Tel: (0949) 81723

WHERE TO GO

PRIVATE ACCOMMODATION BUREAU High class bed and breakfast accommodation in family homes in London...

WHERE TO STAY

Springfield Country Hotel Grange Road, Stoborough, Wareham, Dorset

WHERE TO GO

DEEPTON FARM HOTEL Langley Marsh, Wotton-under-wood, Gloucestershire

WHERE TO GO

BARIARG TOWER Country House, Tower, Wotton, Gloucestershire

WHERE TO GO

Catwold Wild Life Park Burford, Oxfordshire Tel: Burford 3006

WHERE TO GO

Sligachan Hotel ISLE OF SKYE The ideal touring centre from which to explore Skye and the Cuillin Hills

WHERE TO GO

BLACKPOOL MOUNT MELLORY LICENSED HOTEL 3 Hill Road, Blackpool

WHERE TO GO

ELIZABETH HOTEL 57 Eborac St., Victoria, London SW1V 3PS

WHERE TO GO

WOLFERTON STATION MUSEUM Open daily between 10am to 5pm

WHERE TO GO

GOLF IN BUDE THE GROSVENOR HOTEL Bude, Cornwall, EX22 0HE

WHERE TO GO

TARN HWS COUNTRY HOUSE HOTEL Bales and enjoy good food and gracious living in the elegant hotel

MAKE YOUR OWN JEWELLERY

One of the latest and most exciting hobbies

PHOTOGRAPHIC TUITION

TWO FULL DAY FIELD TRIPS WITH PROFESSIONAL PHOTOGRAPHER

EXPERIENCE FLIGHT

PHONING 0256 528482 OR 0788 81218

LEATHER & SUED

For clothes, gloves, bags, belts, repairs and the repair of shoes, boots, books, odds and ends

Ivo Tennant assesses Christopher Cowdrey, England's new cricket captain

A man with the flair to succeed

Even when he was a small boy, Christopher Cowdrey wanted to become a cricketer. He was too modest to talk in terms of playing for England...

COWDREY'S CAREER FIGURES. Table with columns for Year (1965, 1986, 1987, 1988*) and rows for Championship, NatWest Sunday League, Test Record, One-Day International Record, and First-Class Career Record.

There is a cricketing tradition. His mother's father, Stuart Chiesman, was a much-respected chairman of Kent. He, too, would be seen on the boundary at Wellesley House...



Out of the rain and into his reign: Christopher Cowdrey yesterday (Photograph: Paul Amos)

Thomas's rough treatment

SWANSEA (West Indians won toss): Glamorgan, with all first-innings wickets in hand, are 259 runs behind West Indians...

Nicholas comes up with a captain's innings

GUILDFORD: Hampshire, with six first-innings wickets in hand, are 176 runs behind Surrey...

Lamb hits season's fastest century

BRISTOL (Gloucestershire won toss): Northamptonshire have scored 347 for five wickets against Gloucestershire...

Stylish Gower lifts gloom

OLD TRAFFORD: Leicestershire, with four first-innings wickets in hand, are 131 runs behind Lancashire...

Foster gives a reassuring display

Fred Titmus, one of England's best pressurized selectors, was at Southend yesterday to assure himself of the wellbeing of Gooch and Foster...

Imran leads

Imran Khan, the Pakistan captain and Sussex all-rounder, leads the Rest of the World against an England XI...

No play yesterday

EDGEMOOR: Worcestershire 150 (A Munn 5 for 27), Warwickshire 130 (T...

Second XI

NEWARK: Nottinghamshire v Lancashire, no play. SOUTHAMPTON: Gloucestershire 171 (M...

Top seeds go through

Bangkok (AFP) - The top seeds in the men's and women's singles eased into the third round of Thailand Open championship here yesterday...

CYCLING

Delgado leads the death march for the hopes of Kelly

From John Wilkinson, L'Alpe d'Huez, France. Pedro Delgado, of Spain, yesterday repeated his performance of 12 months ago by capturing the yellow jersey of the Tour de France...

POLO

Dominant Gracida leads way

The concluding league matches of the British Open were played yesterday, the most significant of which, at Arterden, Sussex, was won, 10-6, by Tramontana against the Maple Leaf...

BOWLS

Scot to take on locals

Three local players and one Scot have advanced to the semi-finals of the Woolwich Eastbourne Open Tournament Singles at Princes Park...

RIFLE SHOOTING

Carthusians on target

Charterhouse School won the Ashburner Shield, in the Schools championship at Bisley yesterday, for the first time in 40 years...

BADMINTON

Top seeds go through

Bangkok (AFP) - The top seeds in the men's and women's singles eased into the third round of Thailand Open championship here yesterday...

EVENING RACING

Chepstow. Going good to soft. 1-2 (8) 1, Belle Rivoire (8) Raymond, 5-11-2, 8-11-2, 8-11-2, 8-11-2...

